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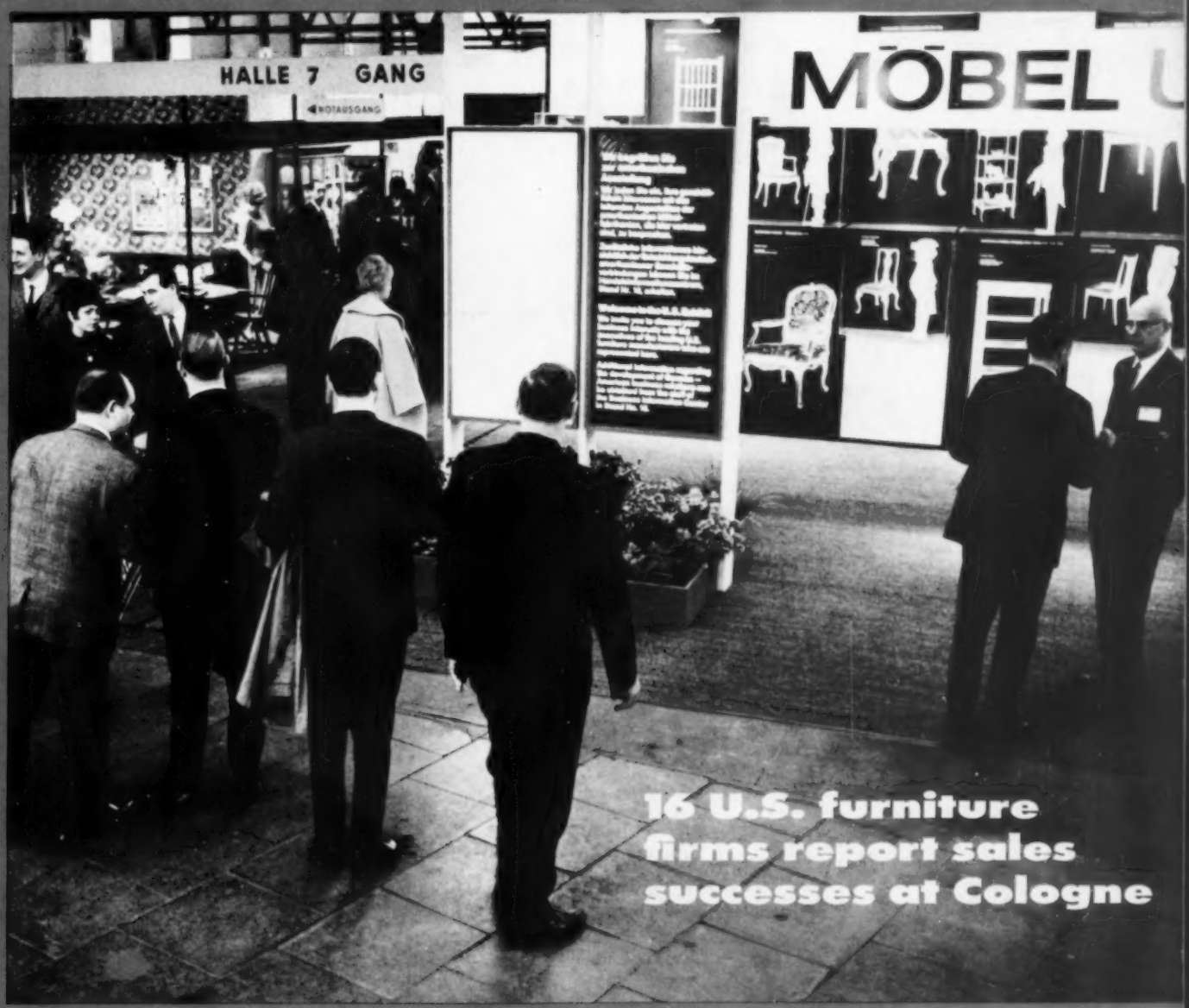

16 U.S. furniture firms report sales successes at Cologne

Business Bulletins *from around the world*

BELGIUM—BLEU imports from the U.S. totaled $435 million for January-October 1965, only 1.8% above 1964 period. U.S. share of market fell to 8.5% from 8.7% in earlier period.

Petroleum products increase in importance as energy source for electric power, accounting for 26.9% of the industry's 1965 requirements, compared with 25.6% in 1964.

Coal output for 1965 dropped to 19.8 million metric tons against 21.3 million metric tons in 1964. Production in 1966 expected to decline still further to 18.3 million metric tons upon completion of six mine closures this year.

BOLIVIA—New export tax schedule established on exports of all minerals, except tin. Lower export tax provided for and arbitrary base formerly used in calculating the tax to be paid on mineral exports abolished. Sulphur, limestone, clay, and a rather wide range of less significant minerals exempted from all export taxes.

First National City Bank opens overseas branch in La Paz. Bank is capitalized with approximately $1 million. Opening of bank's first Bolivian branch will provide country with important new source of credit.

FINLAND—Faced with growing traffic problems, Helsinki commissioned two engineering companies—one U.S. and one, Finish—to prepare overall traffic plan for Helsinki metropolitan area. Scheduled for completion in two years, plan will cover all aspects of public, private transportation, traffic planning. Total contract is valued at $490,000, of which two-thirds will be spent in Finland. U.S. contractor is Wilbur Smith and Associates of New Haven.

FRANCE—Government releases quota of 530 metric tons (salted weight) of raw calfskins and 1,670 tons (salted weight) of raw horsehides for export to U.S. during first six months of 1966.

Societe Marius Martin to supply equipment for 11 complete corrugated board plants to U.S.S.R. Payment of $12 million to be spread over seven years; delivery period set at two years. Company also will train Soviet personnel. Similar plant supplied by Societe Marius Martin in operation in Bulgaria.

GERMANY—Two major German foreign projects are being constructed using services of subsidiaries of the Fluor Corp. of Los Angeles. In Spain, Badische Anilin- und Soda-Fabrik AG (BASF) of Ludwigshafen, and Spanish branch of Rio Tinto group are using Fluor Hispania to construct plant for production of caprolactam (basic material for Nylon 6), probably near south-western port of Huelva. In Iran, Stahlunion and Phoenix-Rheinrohr International of German Thyssen group and Mannesman Export G.m.b.H. of Duesseldorf, Germany, are cooperating with Fluor International to build oil refinery south of Teheran.

GREECE—Growing import demand reflected in January-October 1965 arrivals data recently released. Total imports increased by 30% ($709 million to $922 million) over January-October 1964. Imports from U.S. increased by 14% ($84 to $96 million).

MALAYSIA—Government of Sabah indicated it expects private companies to invest about $133 million in Sabah during next five years. Investments will cover new industries, housing estates, commercial buildings, agricultural development. Industrial area also being developed; 400 areas cleared to build factories. Concrete pipe factory established; motor manufacturing concern has already moved into area.

Progress continues on development of industrial estate of Batu Tiga, located between Kuala Lumpur and Port Swettenham. First phase of leveling, filling of 260 acres now completed; site is ready for construction work on its 40 acres. Total of 170 industries applied for land; other applications for land still pending. Work on second phase, development of another 100 acres for industries, is underway; should be completed in four months.

MEXICO—Some 115 chemical intermediates no longer require import license, according to resolution published in *Diario Oficial*. Among major uses of these chemicals are in medicinals, drugs and pharmaceuticals, soaps, leather tanning, photographic trade. List of these chemicals, in Spanish, available on loan from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

PORTUGAL—Government announces that Foster-Wheeler Corp., Livingstone, N.J., has been awarded $50 million contract by SACOR—Sociedade Anonima Concessionaria da Refinacao de Petroleos em Portugal—to build oil refinery near Oporto. Refinery will have capacity to refine two million tons of oil a year; expected to start functioning early in 1968. This will be Country's second refinery which will double refining capacity (now 1.6 million tons yearly); will manufacture new products to be used by petrochemical plant soon to be built near refinery.

SPAIN—Norton Co., Worcester Mass., to establish subsidiary in Pamplona to produce grinding wheels.

Gillette Co. plans to establish wholly-owned subsidiary in Seville to produce, market shaving equipment.

SUDAN—Sweden to extend development loan equivalent to $6.8 million. Most of loan, not tied to purchases of Swedish goods, will be used to finance part of rural water supply development project which includes drilling of wells; improvement, building of water pumping stations; construction of dams for impounding potable water.

SWITZERLAND—U.S. and Switzerland sign 30-year agreement on peaceful uses of atomic energy which will encourage design, construction, operation of power-producing and research reactors. Agreement calls for exchange of information and transfer to Switzerland of enriched uranium.

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the cover

Sixteen leading furniture manufacturers in the United States took their finest products into the European market last month for the annual Cologne International Furniture Fair. The photo shows opening day visitors entering the main aisle of the U.S. exhibit. The entrance panel to the right was decorated with negative photo murals of antique furniture and white paper figurines dressed in the fashion of the particular period. For a photographic report on the show, see pages 18 and 19.

International Commerce

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1965 SUMMARY

Trade surplus narrows though export total rises

Exports increase almost 4%, but imports expand by 14½% over previous year

U.S. foreign trade climbed to another record value in 1965, but the rate of expansion for imports sharply exceeded that for exports.

Exports, excluding military grant-aid, rose to $26.6 billion, almost 4% above the 1964 total. Imports, increasing by 14½% over the previous year, reached $21.4 billion. Thus, the export surplus for 1965 dropped from its record 1964 value by $1.8 billion, to $5.2 billion.

From a slow beginning because of the disruption resulting from the strike of dockworkers in East Coast and Gulf ports, which began on Jan. 11 and lasted in some ports until March 13, exports moved out at a record value in the second quarter, then expanded still further in the latter half of the year.

By the December quarter, seasonally adjusted exports were running at an annual rate of $28.4 billion. This rate was 10½% above the 1964 value and nearly 5% over the last quarter of 1964, which itself was unusually high because of shipments moving in anticipation of the strike and for certain technical reasons.

Obscured by strike

The quarterly movement in U.S. imports was unusually obscured in 1965 by the first quarter dock strike and also a U.S. maritime strike which began in June and lasted through August; by the working off of peak document processing loads following the termination of these strikes; and by certain changes in processing import documents. The movements of imports by half years for recent periods, however, shows that the upward trend in imports, which has been under way for some time, accelerated in the last six months of 1965.

Absolute losses from the dockworkers' strike at the beginning of 1965 are incalculable, but that strike seems to have reduced exports more severely than imports. On the basis of reports of actions taken here and abroad, and the relative availability of foreign compared to domestic supplies, it is clear that substitutions for U.S. goods overseas were far greater than the reduction of foreign purchases by U.S. importers.

Although seriously affecting the U.S. shipping industry, the summer maritime strike probably reduced trade levels very little. Exports scheduled to move on U.S. vessels during this tie-up were generally moved to other lines. The primary effect on U.S. imports was to shift the unloading of merchandise from American vessels to later months in the year and to bring about a postponement of the processing of some of the documents by Customs officials.

Export growth lowered

While the principal reason for the lower rate of expansion of U.S. exports last year, compared to 1964, was the reduced demand from abroad, the advance was also lessened by our unprecedented domestic demand, limited supplies of certain products and noncompetitive prices of some subsidized agricultural products.

Government-financed exports, estimated at $2.5 billion for 1965, were about 7% lower than in the previous year. AID-financed shipments were thought to be unchanged at $1.1 billion. PL-480 exports decreased by $0.2 billion to a total of $1.4 billion. Commercially-financed shipments thus may have expanded by 5% in 1965 over 1964.

The 3% rise in export prices, as measured by the unit value index, appears not to have restricted U.S. exports. The increase stemmed largely from higher prices reported for tractors, copper, soybeans, edible lard, and tallow. Lard and tallow exports declined in value because of short supplies here. The other products were in such generally high demand overseas last year that the adverse effect on U.S. exports, if any, was probably minimal.

Non-farm exports gain

Nonagricultural shipments in total expanded by 5% last year, but agricultural exports lagged a little below the previous year's record level. Last year's increase in exports of nonagricultural products to $20.8 billion came after the brisk 14% gain of 1964.

The 1965 expansion was largely concentrated in shipments of nonelectrical machinery and transport equipment. The 6% growth in nonelectrical machinery exports, however, was a considerable slowdown from the average annual rate of increase of 10% from 1960-64, and reflected the slower rate of capital investment in some of our leading Western European markets.

Certain technologically advanced types of capital equipment expanded sharply last year. Shipments of scientific instruments, pumping equipment, and materials handling machinery all rose by at least one-quarter over 1964 with rates of increase accelerating during the year. Metalworking machine exports, on the other hand, dropped sharply as the growing domestic demand offered a more expansive market and foreign competition increased abroad.

Both civilian and military aircraft found exceptionally good foreign markets in 1965, rising by $275 million. This represented a two-thirds gain over 1964 for civilian aircraft and a more than one-third rise for military planes. Exports of road motor vehicles advanced by nearly 10%, primarily as a result of strong Canadian demand. The duty-free entry

arrangement under the 1965 U.S.-Canadian automobile agreement and a strike in Canadian plants in the early part of last year stimulated shipments to that country.

A 10% gain in exports of nonferrous metals reflected both increases in prices and in quantities of copper shipped abroad. Clothing sales were unchanged, but other textile exports fell by nearly one-tenth from their record 1964 value because of brisk domestic demand resulting largely from increased military buying. Shipments of textiles nevertheless remained well above the level of the previous 10 years.

Iron and steel-mill products experienced strong demand at home with rising automobile and construction activity. This factor, together with excess capacity in leading European markets, brought a small decline in U.S. exports. A 19% drop in iron and steel scrap shipments resulted largely from reduced sales to Japan, our principal customer, where increased domestic supplies of scrap lowered the demand for imports.

Sharply reduced shipments of two key agricultural commodities, cotton and wheat, both affected by unusual conditions in 1965, kept agricultural exports 2% below their peak 1964 total. Exports of feed grains, soybeans, fats and oils, and fruits substantially exceeded 1964 levels and nearly compensated for the cotton and wheat declines.

The drop in U.S. wheat and flour exports from $1,532 million in 1964 to $1,185 million in 1965 reflected the absence of extraordinary sales to the Soviet bloc that existed in 1964, a drop in wheat shipments to developing countries as a result of the strike, and the noncompetitiveness of U.S. wheat prices during the first quarter of the year.

Cotton sales were lower in 1965 by $196 million, or 29%, primarily because of high U.S. prices. Overseas buyers, anticipating that the new U.S. cotton legislation to be effective in August of this year would result in lower U.S. export prices, drew on inventory stocks or purchased elsewhere wherever possible.

In contrast, some of our major agricultural exports registered a significant expansion last year. The strong demand from the growing livestock industry in Western Europe and Japan resulted in a $335 million increase in sales of U.S. coarse grains and animal feeds which almost compensated for the fall in wheat and flour shipments. Exports of U.S. soybeans and fats and oils also continued strong, giving rise to a 15%, or $140 million, gain for these commodities. Rice shipments, one-fifth greater in value, reflected both expanded domestic supplies and greater foreign requirements.

Imports spurt

The upward trend in imports dating from 1962 accelerated last year with a 14½% increase in the total. The advance of $2.7 billion over 1964 reflected primarily the vigorous growth of the U.S. economy, although certain special factors added to the expansion.

U.S. imports in recent years have grown faster than total sales of goods in this country. In 1965, the ratio between imports and sales was 5.2%; in the first half of 1961, just preceding the extended present upswing, the ratio was only 4.3%.

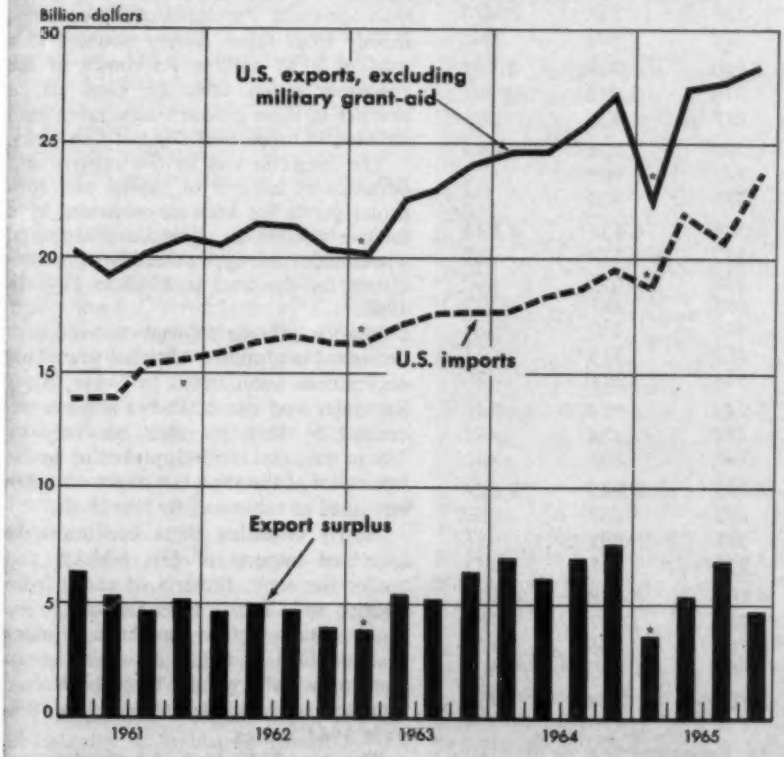
With U.S. industrial production rising by 8% in 1965 over 1964, there was an expanding need for many types of foreign industrial suplies such as petroleum, iron and steel products, and nonferrous metals. Petroleum purchases rose by $200 million or 10%. Most of this expansion was in residual fuel oil for which the import quota was increased to meet rising demands for both energy and heat requirements in Atlantic seaboard states.

Iron and steel-mill imports jumped spectacularly in 1965, increasing by nearly three-fifths over the 1964 value, to $1.1 billion, as shown in the table on page five. Except in strike-affected January, imports of iron and steel-mill products were significantly higher in each month of 1965 than in the corresponding months of the preceding year. These record-breaking imports represented 10% of apparent consumption in 1965 as compared to only 4.5% in 1960.

Variety of reasons

A strong element in last year's purchases, of course, was the extraordinary demand arising from hedge buying because of the threat of a steel strike. This hedge buying, however, accounted only in part for the large imports, which have been rising each year since 1961. Favorable prices from Japanese and West European producers have for some time offered considerable competition to U.S. products. In addition, rising automobile production and construction activity in

U.S. foreign trade
Quarterly at seasonally adjusted annual rates



*Affected by dock strikes in December 1962-January 1963 and January-March 1965.

the United States have resulted in an expanding market for both U.S. and foreign steel.

Imports of steel plates and sheets accounted for the major part of the 1965 increase. Structural steels also assumed greater importance, rising by over two-fifths from 1964 levels. Japan accounted for 40% of total steel imports last year, far outranking Belgium-Luxembourg and West Germany, the next two leading suppliers.

Imports of nonferrous metals rose by almost one-fourth, partly because of price increases in copper and tin, but also because of the expanding requirements of U.S. industry. Aluminum purchases climbed during the last half of 1965, increasing by 16% over those in the first half and by nearly 50% above the last half of 1964.

As the vibrant U.S. economy continued to press the capacity of our facilities, it appeared that domestic producers were having difficulty meeting the demand for goods. Unfilled orders for durable goods increased every month in 1965; at the end of the year, they were at their highest level in the past 8 years.

The latest Commerce-Securities & Exchange Commission surveys of plant and equipment expenditures showed a rising percentage of durable goods manufacturers who indicated that their present facilities were inadequate to satisfy current and near-term requirements. The growing demand for machinery caused procurement to spread increasingly to foreign suppliers in 1965, although these imports remained under 3% of U.S. production.

U.S. domestic exports, by principal commodities, 1963-65

(Millions of dollars)

	1963	1964	1965
Agricultural, total	**5,585**	**6,347**	**6,229**
Nonagricultural, total	**17,482**	**19,743**	**20,777**
Nonelectrical machinery	***4,046***	***4,858***	***5,158***
Power generating	661	676	725
Agricultural, including tractors	645	826	866
Office machines	362	432	470
Metalworking machines	347	408	332
Materials handling equipment	282	269	334
Electrical machinery	***1,492***	***1,668***	***1,662***
Power machinery and switchgear	326	357	473
Telecommunications	390	404	346
Transport equipment	***2,540***	***2,787***	***3,197***
Road motor vehicles	1,518	1,712	1,861
Aircraft, parts, and accessories	817	854	1,091
Chemicals	***2,009***	***2,364***	***2,402***
Chemical elements and compounds	749	908	970
Plastic materials and resins	323	402	425
Other manufactured goods	***4,041***	***4,638***	***4,840***
Paper and manufactures	312	374	389
Iron and steel mill products	505	646	607
Nonferrous base metals	405	487	539
Metal manufactures	495	539	554
Textiles and clothing	660	719	671
Professional and scientific instruments	336	377	480
Fuels	***945***	***954***	***947***
Coal	474	474	494
Petroleum and products	445	457	413
Crude materials; fats and oils	***2,792***	***3,385***	***3,327***
Soybeans	472	567	650
Cotton	577	682	486
Fats and oils	320	412	471
Food, beverages, and tobacco	***4,100***	***4,638***	***4,521***
Wheat and flour	1,330	1,532	1,185
Coarse grains	793	856	1,135
Tobacco and manufactures	523	545	506
All other domestic exports	***1,101***	***794***	***952***

Note: Commodity data for 1963-64 have been adjusted for comparability with the U.S. 1965 classification within the SITC framework. Military grant-aid shipments are included.

More than 20%

Many major types of machinery imports showed increases of 20% or more, as such purchases rose in total by $485 million, or more than one-third. Particularly large gains were recorded for imports of engines and agricultural machinery. The textile industry, responding to a growing demand for consumer as well as military products, continued to expand facilities, and imported more textile machinery from abroad.

In the last ten years, the percentage of non-food consumer expenditures spent on imported goods has grown from 1% to nearly 3%. This trend was accentuated in 1965 when imports expanded to a total of $4.1 billion, nearly twice the value of such purchases in 1961 and 20% larger than in 1964.

Foreign cars, the leading import among consumer goods, rose by more than one-tenth. Purchases of motorcycles, mainly from Japan, nearly doubled to a total of $134 million. As shown in the consumer goods table on page six, a number of these products have more than doubled in value over the last five years.

The long-run rise in the relative importance of imports of capital and consumer goods has been accompanied by a relative decline in agricultural imports. These imports dropped steadily from one-quarter of the total in 1960 to 19% in 1965.

Imports of agricultural commodities decreased in absolute value last year. This decline was accentuated by lower prices for coffee and cocoa. Coffee imports decreased by 12% in value, but only by 7% in quantity. Arrivals picked up in the latter part of the year, but stocks of coffee remained at exceptionally low levels.

Nearly offsetting these declines were increased imports of fish, whisky, and feeder livestock. Imports of cattle from Mexico and Canada, to be fattened in the United States before slaughtering, more than doubled in 1965. Alcoholic beverages, principally whisky from the United Kingdom and Canada, increased by 10% over 1964 values.

The large U.S. demand for metals and manufactured goods resulted in an 18%

increase in total imports from the developed countries last year. This advance was almost twice as fast as in 1964. At the same time U.S. purchases from the developing countries, predominantly agricultural and other primary commodities, advanced at the slower rate of 6%, about the same as in the previous year.

The major source of strength for U.S. exports was Canada. Of the $950 million increase in our exports in 1965, about three-fourths moved to that country alone, representing a gain of 15% in sales over 1964. Excluding military grant-aid, exports to Western Europe expanded by 3%, while to the rest of the world, exports changed little, as gains to some were balanced by losses in others.

Canada fast growing market

The strong growth of the Canadian economy in 1965—our fastest growing industrial market last year—stimulated U.S. trade with that region. Although U.S. goods entering Canada accounted for 70% of the country's total imports in 1965, a slight increase over 1964, Canadian products were also in increasing demand in this country. Our estimated trade balance last year was over $800 million.

The automobile agreement with Canada resulted in increases in trade in each direction, though imports of automotive products rose much faster than exports. Purchases of Canadian nickel, aluminum, newsprint, and other industrial supplies —which account for two-thirds of our imports from that country—were about 10% above the previous year's level. Significant advances were also recorded in imports of engines and electrical machinery.

Exports of capital equipment, which account for nearly half of U.S. sales to Canada, continued to benefit from the heavy capital investment by Canadians and Americans in that country. Following a gain of over one-fifth in machinery exports in 1964, there were further increases in a variety of both electrical and nonelectrical shipments last year. Good sales were experienced for chemical elements and compounds, iron ore, iron and steel mill products, and coal among the industrial supplies.

U.S. fruits and vegetables also continued in strong demand, but textile exports declined slightly in face of increasing competition from Japanese and Hong Kong fabrics and limited supplies for export from this country.

U.S. exports to Japan, which are predominantly of industrial materials, advanced more slowly last year as a result of the leveling off of industrial production in that country. Last year marked the first trade deficit with Japan since 1959.

The U.S. share of Japan's imports declined slightly last year. This reflecting the reduced demand for industrial supplies. There was some shifting in Japan's purchases of cotton due to non-competitive U.S. prices and a fall off in requirements for iron and steel scrap of which we are the major supplier.

U.S. imports advanced by more than one-third in 1965, as demand in this country increased for a variety of Japanese manufactured commodities. Although consumer goods remained the largest import, arrivals of industrial supplies accounted for most of the expansion in purchases. Iron and steel mill products, heading the long list of increasing imports, rose by two-thirds in value to a total of $448 million. U.S. purchases of Japanese motorcycles more than doubled. TV imports expanded by one-half.

Small surplus with L. A.

U.S. trade with the Latin America republics registered a small surplus again in 1965, despite the fact that U.S. imports rose by 4% in value while exports remained near their high 1964 level. Imports, valued at an estimated $3.6 billion last year, were at a record peak, primarily as a result of the strong U.S. demand for certain key industrial supplies from that region.

With the outstanding exception of crude petroleum, major supplies coming from Latin America rose in value. Larger values of iron ore and unmanufactured wool contributed heavily to the expansion. With the quota change in 1965 mentioned above, residual fuel oil imports jumped by about one-fourth in value. Bananas also registered a large gain, partly as a result of greater quantities imported and partly because of an improvement in the method of valuation by the Customs Bureau.

Our major import from the area, coffee, dropped by $100 million, or by 250 million pounds, as a result of decreases in the quantities received from Brazil, Colombia, and Mexico.

Exports to these 19 republics, at an estimated $3.7 billion (including military grant aid) in 1965, exceeded shipments in all other years since 1958. There was a drop in agricultural exports, primarily wheat to Brazil under PL-480 programs, of about $100 million, which was offset

U.S. iron and steel-mill imports, 1960-65

(Value in millions of dollars; quantity in thousands of short tons)

	1960	1961	1962	1963	1964	1965
Iron and steel-mill imports, total						
Value	429	347	457	601	714	1,140
Quantity	*3,208*	*2,897*	*3,862*	*5,135*	*6,125*	*10,092*
Universals, plates, sheets						
Value	85	23	66	138	195	475
Quantity	*609*	*158*	*495*	*1,106*	*1,677*	*4,411*
Structurals						
Value	*	*	*	89	101	145
Quantity	*	*	*	*933*	*1,063*	*1,485*
Wire rods						
Value	47	48	62	77	88	124
Quantity	*408*	*451*	*645*	*801*	*953*	*1,284*
Bars and rods, excl. wire rods						
Value	67	63	62	66	75	109
Quantity	*651*	*697*	*736*	*766*	*786*	*1,129*
Tubes, pipes, fittings						
Value	82	83	99	114	125	144
Quantity	*505*	*545*	*674*	*792*	*845*	*982*
Wire, excluding wire rods						
Value	39	35	49	56	66	79
Quantity	*232*	*201*	*274*	*315*	*381*	*419*

* Not available.

U.S. imports of consumer goods, 1961-65

(In millions of dollars)

Commodity	1961	1962	1963	1964	1965
Imports of consumer goods, total	**2,200**	**2,707**	**2,888**	**3,388**	**4,082[1]**
Durables	**1,320**	**1,673**	**1,797**	**2,091**	**2,557[1]**
New cars	307	422	449	579	640
TV and radio sets	82	96	109	134	186
Housewares	111	125	133	169	186
Toys, games, sports goods	86	108	125	141	155
Works of art	82	104	109	110	141
Motorcycles	14	24	38	69	134
Watches and clocks	67	78	77	83	90
Sewing machines	35	40	41	57	62
Nondurables	**635**	**785**	**813**	**973**	**1,147[1]**
Clothing	269	364	395	451	543
Footwear	126	134	129	140	160
Other	**245**	**249**	**279**	**324**	**378[1]**
Gem diamonds, semiprecious and precious stones	223	225	252	297	354

[1] Estimated.

by gains largely in various types of machinery.

Latest information available from these countries indicates that 1965 brought a small further reduction in the U.S. share of major markets in this region. In Mexico and Argentina, imports from this country rose substantially, but imports from all sources expanded even faster. Total imports dropped significantly in both Brazil and Colombia as a result of an industrial recession in the former and tight exchange controls in the latter, but arrivals from the United States showed a more marked drop. In all four countries, therefore, U.S. goods accounted for a smaller share of the market in 1965 than in 1964.

Retain balance with Europe

U.S. exports to Western Europe expanded by only 3% in 1965, although our imports increased by 17%. Nevertheless, our traditional trade balance with this area was retained; over half of the U.S. export surplus last year was accounted for through trade with Europe.

From incomplete information for the year, it appeared that the United States was able to maintain its 1964 share of Western European imports in 1965, although there were sharp variations from the previous year in a number of our principal markets. The decline in U.S. shares in the German, French, and other markets was more than offset by an increase in the U.S. share in the British market.

Both agricultural and nonagricultural shipments to Western Europe expanded last year, though by relatively small amounts compared to 1964. The rise in agricultural exports was limited to 3% as a result of contrary movements of cotton on the one hand and food and feed on the other. A more than $100 million gain in shipments of food and feed was nearly balanced by a sharp decline in cotton exports.

Imports from Western Europe rose by about a sixth in 1965 over the preceding year to an estimated total of $6.1 billion. Imports of British machinery, whisky, and steel-mill products accounted for over three-fourths of the almost quarter-billion-dollar gain in U.S. purchases from that country. Steel and machinery also boosted imports strongly from West Germany, France, and Italy. Automobiles remained a major dollar earner for Germany, but U.S. purchases rose more slowly than in recent years.

The preceding article and accompanying tables were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

U.S. Commercial Officer in Ethiopia's capital now

A full-time Commercial Officer is now serving at the U.S. Embassy in Addis Ababa, Ethiopia, in order to provide complete assistance to the increasing number of American businessmen passing through that capital. Among his duties at this time is helping U.S. business take advantage of the trade and investment potentials reported by the recent U.S. Trade Mission to Ethiopia (INTERNATIONAL COMMERCE, Dec. 20, 1965).

The Commercial Office in Addis Ababa is located in the newly opened U.S. Business Information Center, in the city's commercial district. Mail should be addressed to the Commercial Office in care of the American Embassy, P.O. Box 1014, Addis Ababa, Ethiopia. Air mail from the U.S. is 25¢ per half ounce, or 11¢ for air letter form. Surface mail takes several weeks from the U.S. The office telephone number is 43690.

John P. (Basil) Wentworth, who had recently served for more than three years as senior economic officer at Salisbury, Southern Rhodesia, and previously was in Colombia and Cyprus, is the new Commercial Officer.

Australia shifts to $

Australia's new decimal currency is scheduled to go into general use today. The nation's banks, closed since last Wednesday, were to reopen today and conduct all written transactions in dollars and cents.

The Australian dollar is officially valued at $1.12 (U.S.).

The paper notes will be issued in denominations of $1, $2, $10 and $20, supplemented by coins worth 1, 2, 5, 10, 20, and 50 cents. The bills will vary in size and color, and will be interchangeable for a limited period with the 10 shilling, and 1-, 5- and 10-pound notes which they are replacing.

The period of dual currency could last until the end of 1967, depending on how long it takes the machine companies to convert Australia's business machines to decimal currency.

New Zealand has announced that it will also adopt a decimal currency, but no date has been set for the shift as yet.

Oklahoma City Commerce Chamber Mission looks to future sales in Western European countries

Five businessmen, who visited Belgium, Germany, Switzerland and Spain, see excellent prospects in all cities visited

Five Oklahoma City businessmen, who went to western Europe last fall to sell the State's products abroad, are optimistic about future sales.

One man expects to do more than $50,000 worth of business a year with one foreign firm alone. One says he believes his company has found a customer in each of the five cities visited. Another expects to have a network of European distributors fully organized and in operation by the end of 1966.

The five-man group comprised a trade mission organized by the Oklahoma City Chamber of Commerce and sponsored by the U.S. Department of Commerce. The members paid their own way.

Full briefcases

On a 21-day trade promotion tour, which ended Nov. 22, the executives visited Brussels, Frankfurt, Hamburg, Zurich, and Madrid. They culled marketing data, visited plants to study manufacturing techniques, made valuable contacts, signed up some new distributors, and came home with several purchase orders and excellent prospects for others.

As small- to medium-sized manufacturers, the businessmen were from companies making such products as LPG pumps and compressors, auto air conditioners, market basket carts, luggage carts, street and highway traffic control products, tractor and roadmaking machinery specialty parts, and filters for engines, chemical applications, water, oil, and air.

Members of the Mission were Edward B. Blackman, Vice President, Corken Pump Co.; R. G. Hummer, Senior Vice President and General Manager, Folding Carrier Corp., a division of Unarco Industries, Inc.; Philip Parduhn, President, Ve-Ped Traffic Controls, Inc.; C. J. Royer, President, C. J. Royer Co.; and Jerry Salyer, Vice President, Salyer Stay Ready Filter Corp., all of Oklahoma City.

Groundwork was laid before the men arrived.

Hummer found the briefings—arranged by U.S. commercial officers in each city with bankers, transportation officials, economic advisors, and others—a quick and accurate source of information.

Heavy schedule

Philip Parduhn was pleased with his schedule: "They had made appointments for me with approximately ten potential distributors. My problem here was selecting from these firms the one which I felt most qualified to represent us. . . . I selected a distributor and set up a second appointment. At this second meeting, I was fortunate enough to get an initial order for materials. These materials have been shipped and we have received payment."

Said Jerry Salyer "In almost every instance the people I talked with were interested first in quality and second in price."

"This was a most gratifying experience to have received such wonderful assistance in establishing world trade for my company and others," said C. J. Royer.

Praises program

And Ed Blackman wrote a P.S. to the Oklahoma City Chamber of Commerce, "Let me know when you have a Trade Mission going to South America, Africa, or the Middle East. I'm ready."

Upon the businessmen's return to this country, A *Wall Street Journal* front-page article referred to the Oklahoma City group in describing how such Government sponsored missions operate.

Staff reporter William S. Rukeyser, who spent some time in Europe with the mission, quoted Blackman as praising the Government-backed program, as follows: "Being with a trade mission is tremendously better than trying to do it on our own. All the spadework is done for us, and since we have Government backing, foreign businessmen are pretty sure we're not fly-by-nighters."

AUTO RADIOS—Automatic Radio Manufacturing Co., Inc. of Melrose, Mass., announces the opening of a Far East marketing office located in Tokyo. The operation will serve as a control center to several Far Eastern countries for products manufactured in the U.S. including auto air conditioners, truck refrigeration units, and auto and home stereo tape players.

POLYSTYRENE—Foster Grant Co., Inc., Leominster, Mass., third largest producer of polystyrene in the U.S. is forming a joint venture in polystyrene with Farbwerke Hoechst, A.G., of West Germany. Foster Grant's overseas operation is based in The Netherlands.

ELECTRIC SORTERS—Mandrel Industries, Inc., of Houston, Tex., has opened an office in Brussels for the sale and distribution of photoelectric color sorting equipment, pneumatic separators, electronic counting devices and geophysical instruments.

ORANGE JUICE—Tropicana Products, Bradenton, Fla., announced the first shipment of fresh Florida orange juice in quart containers has left Tampa for Le Havre, France.

DESALTED WATER—Ionics, Inc., Watertown, Mass., announces that the Elbow Beach Surf Club in Bermuda will be the first customer to receive desalted water from a recently formed joint venture between Watlington Works Ltd. and Ionics. The club has contracted to purchase 13,000 gallons of water per day to supplement its rainwater catchment supply.

NO LONGER A 'CURIOSITY'

Research revolution puts U.S. soybeans on move

Ancient world's sacred grain now our best agricultural export dollar earner

By STANLEY LICHTENSTEIN
Staff Writer

After 4,000 unhurried years the soybean, transplanted to American soil, has become a phenomenon of world commerce.

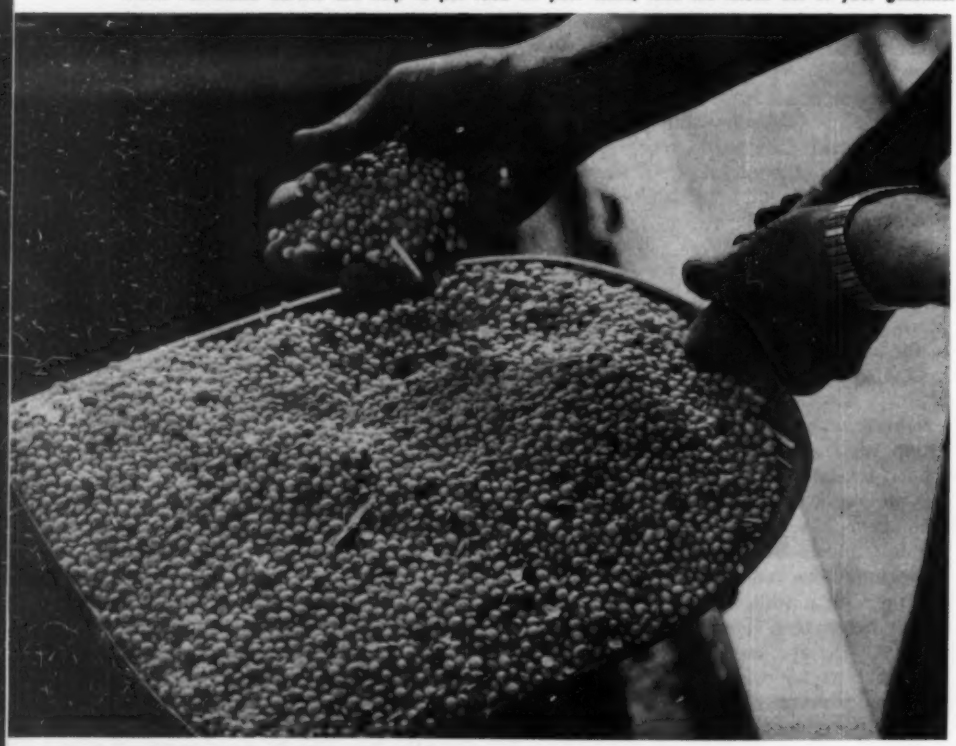
In ancient China it was—with rice, wheat, barley and millet—one of the five sacred grains. In the United States today, soybeans and soybean products are the No. 1 dollar earner in agricultural export markets and the No. 3 source of cash farm income. For calendar year 1965, soybean and soybean-product exports are estimated at more than $980 million, according to the Soybean Council of America, Inc., the industry's market development arm.

In the East, a staple of diet, in the West, a botanical curiosity—such was the soybean's status until around the turn of the century when agricultural experiment station and laboratory researchers in the United States and Canada began working in earnest on the legume's possibilities. Ten thousand soybean varieties were introduced in the next few decades. Then, by 1940, when war had disrupted the Manchuria-to-Europe supply route, the United States emerged as pre-eminent in the field.

Thanks to the revolution wrought by research, the "field" now encompasses far more than the traditional soybean-based food for man and animal. Countless industrial and technical uses today are served by the pea-sized bean. Soybean meal products, for instance, help to provide linoleum backing and wallboard adhesive as well as bread, meat and waffles for the table; soybean full-fat products are useful in industrial enzymes as well as frozen desserts and candies, and soybean oil products figure in anti-knock gasolines, caulking compounds, yeasts, alcohols, paints, inks and cosmetics as well as mayonnaise and margarine.

The soybean revolution, in microcosm, is illustrated by achievements of the first grain cooperative to be honored by the President's "E" - for - export - excellence award. The honor was won by the Arkansas Grain Corp. of Stuttgart, Arkansas, which in less than a year brought its export sales from zero to more than $1 million. Reviewing U.S. Department of Agriculture publications and working through the U.S. Department of Commerce Field Office in Memphis, the corporation, on the basis of Trade Development Surveys in Central and South America, Europe and other areas secured markets in Mexico, Spain, the United Kingdom, Germany and France. "At least 25% of our meal, 90% of our oil and 50% of our lecithin is now sold for export," the cooperative's soybean division manager reported at the end of this initial overseas marketing effort.

THESE PEA-SIZED BEANS can help to put food on your table, take the knock out of your gasoline.



Nearly half exported

Exports for the industry as a whole have reached the 40%-of-total-production mark and the Council looks forward in 1966 to a further increase towards the 50% mark. Sights are being set on a yield of 900 million bushels in the 1966 growing season, compared with the 1965 season's 844 million bushels reported by the Department of Agriculture's crop reporting board. By 1975, U.S. soybean leaders expect to top the one-billion-bushel mark.

Completing a decade of overseas market promotion activities, the Soybean Council of America, headed by President Glenn H. Pogeler, emphasizes that the production record "is only matched by the fact that no surpluses of this product now exist." From Arlington, Va., headquarters that look out on the nation's cap-

SOY OIL has big role in countries like Greece, India. In right-hand picture, Soybean Council's Dr. F. C. Martin tours Bombay vegetable products plant.

ital, the Council cooperates in export promotion activities with interested Government agencies and directs its own operations in 30 countries. Four lines of activity are stressed:

► Stimulation of worldwide market demand big enough to absorb a billion-and-a-half-bushel annual production by 1975, with encouragement of increased international distribution and consumption of fats, oils and protein.

► Supplying information and technical data to aid U.S. industry and overseas buyers realize the full poential of soybeans and soybean products.

► Long-range global market development to serve as "insurance . . . that in the future new and expanded market channels will be opened."

► Analyzing economic and nutritional trends around the world as a basis for realistic projections for the great variety of soybean products.

Money to support this ambitious effort comes from processing firms, exporters, grain handlers and other U.S. trade groups. Among the Council's financial supporters are cottonseed crushers who are aware that the soybean organization's programs stimulate international markets for all fats and oils.

In Rome, Bogota, Cairo, Hamburg, Tehran, Casablanca, Karachi, Ankara and Madrid the Council maintains offices as the nerve centers for its operations abroad. Three seasoned technicians are readily available to overseas fats and oils buyers who need assistance. Active participation in international trade and industrial fairs, food and agricultural fairs, food distribution and world nutrition conferences is organized by market promotion directors for each area of the Council's work.

Education, used effectively by the Council, is a great multiplier of exports. Spreading the latest word on proven animal-feeding techniques, for example, resulted in a 47-fold increase in soybean cake and meal sales to one West European country in a nine-year period. In 1956, Germany imported only 5,200 metric tons of cakes and meal from the United States; in 1964 the figure reached 246,900 metric tons, up 241,000 over 1956.

In Japan

Dedicated to closer understanding between the Japanese and the American soybean industries, an organization affiliated both with the Council and the American Soybean Association (the growers' organization) operates out of Tokyo. This is the Japanese American Soybean Institute, formed in 1956 as the operating agency for the market development project in Japan. Cooperating with the Foreign Agricultural Service of the U.S. Department of Agriculture and utilizing P.L. 480 funds plus industry money raised in both countries, the Institute, among other things:

Shows to Japanese audiences a movie, "The Green Bud," on production and consumption of soybeans with emphasis on food uses.

Operates, with Japanese groups, demonstration buses staffed by nutritionists and technicians to stimulate increased use of soy foods and products.

Sponsors visits by Japanese trade groups to the United States and vice versa.

Arranges exhibits at international trade fairs in Osaka and Tokyo, and at the U.S. Trade Center in Tokyo.

Participates in public meetings and works with Japanese newspapers, magazines, radio and television to carry the soybean message to large audiences of producers and consumers in their own language.

Holds promotional weeks in Japanese cities, with special sales of soybean products.

Sends American agricultural scientists to Japan to spread the benefits of research discoveries; brought two Japanese scientists to the United States for a year of research at the Northern Utilization Research and Development Division, Peoria, Illinois; sponsored a study of the use of soybeans in Japanese foods, with Dr. J. W. Lambert working at the Minnesota Experiment Station to develop varieties for the Japanese market.

With the Japan Nutrition Association,

AT DANISH FOOD FAIR, Soybean Council of America's stand is visited by a couple of pretty gourmets who find that the aebleskiver (doughnuts) are o.k.

educates nutritionists in 800 centers.

Of such promotions is successful U.S. soybean marketing made. The penetration into the Asian homeland of the soybean is surely one of the highlights, as are the gains scored in countries like Spain and Italy, with resources and traditions favoring olive oil and other local products over soybean-derived counterparts. In the case of Spain, an annual deficit of edible oil made logical the government's authorization of bottling and sale of pure soybean oil and the dropping of a requirement for a minimum of olive oil content; in Italy, the livestock industry utilizes U.S. soy for protein nutrition and the benefits of soy beverages and soy-fortified pasta products have been widely publicized.

Vanaspati, anyone?

A glossary of terms in the Blue Book Issue of the *Soybean Digest*, joint monthly publication of the Council and the Association, is laced with words which suggest the special-product appeal of soy derivatives prepared for overseas sales. "Vanaspati," for instance, denotes an edible semi-solid fat used as a food in India, Pakistan and other parts of western Asia. It is, the description informs us, "generally manufactured from edible refined oils (soybean, peanut, cottonseed and sesame oils), . . . processed into a semi-solid fat by partial hydrogenation in combination with careful filtration, additional refining and deodorization," blended with Vitamins A and D—partly to conform to government regulations—and heated, tinned and cooled by a special process insuring uniform crystallization and a characteristic granular texture. When India, in 1961, made its first modest purchase (3,000 tons) of soybean oil, a Soybean Council technician was on hand to work with 22 vanaspati manufacturers planning to import a much larger tonnage of soybean oil for years to come.

Similar pains are taken with shoyu, soy milk, miso (sweet or salty types), tofu, frozen tofu, aburaage, kinako, namaage, ganmokoki, tempeh, natto, yuba, moyashi and ghee—all appealing to Eastern palates in particular. Wherever the markets—and they exist on all continents, with Pakistan, Turkey, Iran, Egypt, Peru, Colombia and Venezuela joining a growing list—varying special needs continue to challenge the best combined efforts of U.S. science, industry and government at every step from seed to consumer.

Ford's vision

Henry Ford was one of those who foresaw the possibilities. He shared a vision with a handful of Detroit newspapermen at a luncheon he gave about 30 years ago. The menu began with salted soybeans and ranged through 15 other related delicacies, ending with soybean ice cream and soybean cookies. A laboratory tour, provided as an after-luncheon treat, reached a climax when the automobile tycoon took a fire axe out of a wall case and smashed the flat side down onto the surface of a new Ford coupe. The surface, of course, had been specially made from

Leading states

Significant soybean acreage is cultivated in more than half the states, as indicated by Department of Agriculture tabulations.

Records covering the four decades from 1924 to 1964 show that many have been generally expanding their soybean production during the entire period, including: Delaware, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Michigan, Missouri, New Jersey, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Virginia and Wisconsin.

Others have entered the soybean picture at later dates, including: Florida (1949), Minnesota (1933), Nebraska (1929), North Dakota (1942), South Dakota (1939) and Texas (1934).

Overseas offices

To carry on its worldwide operations, the Soybean Council of America has 11 offices in 10 countries, located at:

Via San Nicola da Tolentino 5
Rome, Italy

Carrera 12, 24-71, Interior 3A
Apartado Aereo 12294
Bogota 1, E. D. Colombia

8 Dr. Abdel Hamid Said St.
Cairo, Egypt, U.A.R.

Pelzerstrasse 13
Hamburg 1, Germany

C-104 Defence Colony
New Delhi 3, India

Taghinia Building
Saadi Avenue
Tehran, Iran

46 Avenue de l'Armee Royale
Casablanca, Morocco

512 Qamar House
Bunder Road
Karachi, West Pakistan

Gazi-Mustafa Kemal Bulvari
Avrupa Han Daire No. 6
Yenisehir
Ankara, Turkey

Nunez de Balboa 11
Madrid 1, Spain*

*At same address is the Supervision-Service Office, with a complete technical staff.

soybeans, and it showed no ill effects.

As the luncheon and laboratory tour indicated, new roles for soybeans were shaping up. Just ahead lay applications of the bean in adhesives, coatings and sizings, as additives in lubricants, in ingredients of varnishes and enamels, plastics, industrial resins, new types of house paint and a host of other uses.

See no surplus

Yield-per-acre, research breakthroughs, output of soybean products and discovery of new overseas markets have all proceeded together. It has been more or less nip-and-tuck, and the Soybean Council wants to keep it that way, determined that when the expected 1975 yield of a billion and a half bushels is attained, there will still be no surplus of U.S. production.

And the Council is particularly pleased to note that nearly all of the soybean meal exports and most of the soy and cottonseed oil exports have been sold for dollars—the total now amounting to more than $980 million annually.

California meeting on trade with Japan brings mission of 20

Ambassador Takeuchi will deliver keynote address

A special economic mission of 20 leading businessmen and government officials from Japan will participate in an international business conference "Doing Business with Japan" to be held at Palm Springs, Calif. March 2-4.

The conference will be co-sponsored by the Graduate School of Business Administration at UCLA, the University of California Extension and the Japan America Society of Southern California.

The Japanese Ambassador to the United States, Ryuji Takeuchi, will deliver the keynote address. Hiro Hiyama, president of Marubeni-Iida Co., Ltd., will serve as chairman of the Japanese Mission.

American companies that will be represented include Manufacturers Hanover Trust Co., N.Y.; Giddings and Lewis Machine Tool Co., Fond du Lac, Wis.; National Cash Register Co., Dayton, O., and Honeywell Inc., Minneapolis, Minn.

Robert W. Barnett, Assistant Secretary for Far Eastern Affairs, U.S. Department of State, Robert E. Ward, professor of political science and director, Center for Japanese Studies, University of Michigan, and Victor M. Carter, president of the Japan American Society of Southern California and president of Republic Corp., will be among the businessmen and scholars who will address the general sessions.

For information concerning the conference, write or call: **Business Administration Extension, Suite 2381, Graduate School of Business Administration, University of California, Los Angeles, Calif. 90024. Phone: 478-9711 or 272-8911, Extension 3976 (Area code: 213).**

Spain raises production standards for industries

Spain's Ministry of Industry has increased the production standards for many Spanish industries.

Industries influenced by the new standards include automobiles, with a minimum production capacity of 250,000 units now required for free installation privileges for new producers; ethylene production capacity increased to 250,000 metric tons a year; chemical pulp increased to 100,000 metric tons a year; tires increased to 48,000 metric tons a year; and trucks increased to 18,000 units a year with the added requirement that the percent of national ownership of such facilities be increased from 70% to 90% within the next three years.

Sulphuric acid, for which planned production now exceeds demand, was removed from the minimum standard list.

Danes announce changes in 1966 exhibition list

The Supervisory Board of Business Exhibitions in Denmark has announced additions and changes to the list of fairs and exhibitions to be held in that country during 1966.

Nord-Trae—Scandinavian Wood and Woodworking Machinery Fair—Copenhagen, The Falkoner Center Exhibition Hall, May 9-16. Write: Universal Fair and Exhibition Service Ltd., 20 Ryvangs Alle, Copenhagen 0, for further information. Foreign participation is invited.

The Danish Fashion Week—Dansk Modeuge—tentatively scheduled to take place March 19-24 at Bella Center Exhibition Hall, Copenhagen, set its opening date as March 20, at the same time changing its name to Scandinavian Fashion Week. This trade fair invites participation from Scandinavian countries only.

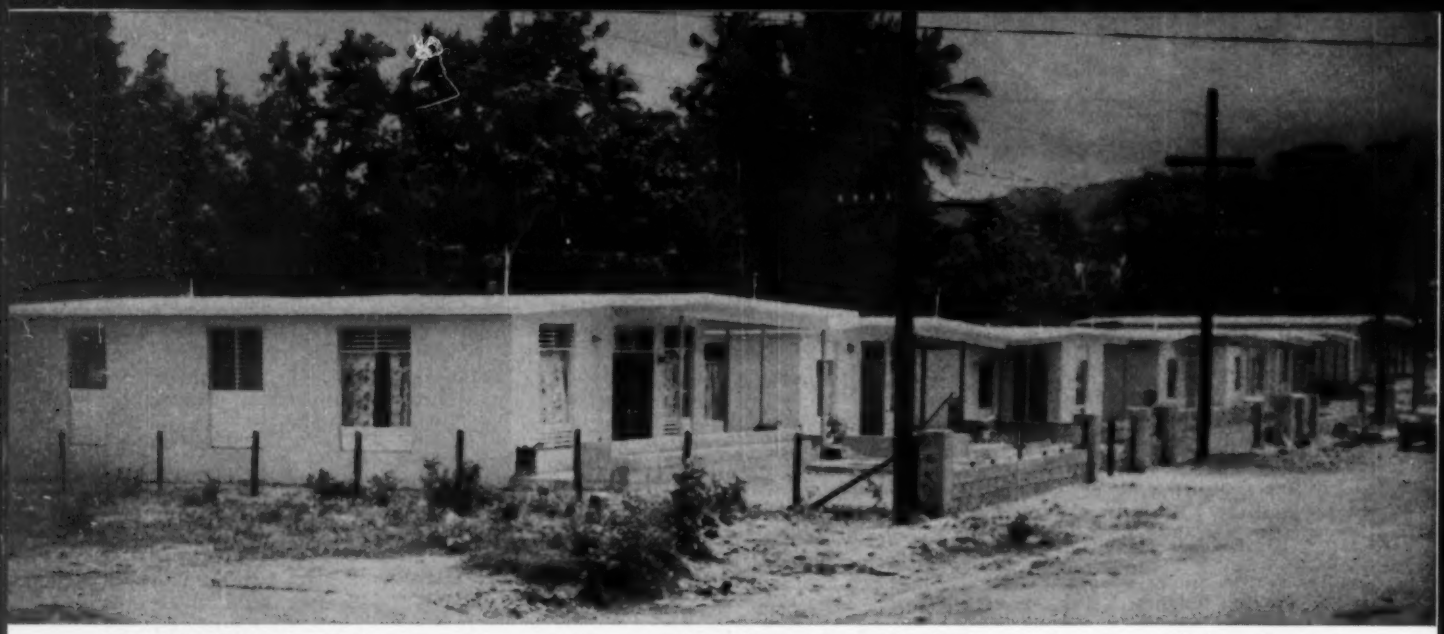
Skandinavish Herremode Messe—Scandinavian Men's Fashion Fair—scheduled from Feb. 27-March 2 has been cancelled.

Mexico a popular target for trade groups from U.S.

Mexico was popular with trade missions from the United States last year.

During 1965, eight such groups visited the country, according to the U.S. embassy there. The missions ranged in size from 12 to 60 members. They represented:

The Smaller Business Association of New England, Jan. 18-19; San Diego Chamber of Commerce, March 2-4; International House of New Orleans Homebuilders, March 14-22; Indianapolis Chamber of Commerce, March 22-23; Pan American Commission of Tampa, May 21-24; Dallas Chamber of Commerce, Nov. 6-10; Chicago Association of Commerce and Industry, Nov. 8-10; and State of Kansas, Nov. 11-12.



LOCAL BUILDING PROGRESS in many countries cannot keep up with the burgeoning need for housing. Above, American-built homes in Jamaica.

TO HOUSING INDUSTRY

U.S. builders' advances are potent for export

Unusual advantages for builders under balance of payments program also stressed

By ALEXANDER B. TROWBRIDGE
Assistant Secretary of Commerce for Domestic and International Business

There have been opportunities in housing and homebuilding abroad as at home for many years. What makes the situation different now is that we are more aware of the tremendous size of the need. Some U.S. planners are saying that this country's home builders must, in going abroad, raise their production schedules by almost logarithmic proportions to meet the current and future demands.

TROWBRIDGE

Matching the rising need is the encouraging factor that U.S. builders have found better ways here at home, largely due to cost/price factors which have demanded innovation and new methods. Year by year the housing and home-building industry is moving into the manufacture of larger and larger components to be assembled more and more efficiently on sites.

When we talk about large-scale housing needs in foreign countries, five broad and related questions come immediately to attention:

Can U.S. industry design and create mass-produced houses overseas adaptable to the variable requirements of climate and custom in widely differing geographic areas, selling profitably at price levels that buyers can meet?

Can American technological expertise come up with a series of low-cost construction materials, largely made from locally indigenous sources, to be used in mass housing needed to meet the burgeoning demand?

Can appliance manufacturers adapt their overseas production lines to various designs to provide packaged kitchens, plumbing systems, heating and humidity control units at economical and profitable prices?

Can the usually complicated processes of acquiring land and meeting zoning requirements be simplified in order to stimulate the pace of housing production through the combined efforts of local leaders and U.S. entrepreneurs?

And, can American methods of financing, such as savings and loan associations and similar private investment devices now beginning to be recognized for their utility abroad, be multiplied perhaps by additional governmental or development bank financial support?

These are the challenges.

But we are faced with something greater than challenge, intriguing as that always is to an American businessman.

We are faced with basic need. If we read the signs of the times correctly, the way in which housing needs are met

This article is based on an address to the International Opportunities in Housing Conference sponsored by the National Housing Center in Washington, Feb. 8.

can be fundamental to the advancement of social and political institutions of developing countries.

I want to inject a particular plea based on personal experience. It is clear to me, from some years spent abroad in so-called developing countries, that the success of U.S. constructors abroad will largely depend upon their ability to make available decent housing at *really* low cost. I'm talking about a two or three bedroom home for a price ranging from $3,000 to $5,000, financed locally on terms ranging from 10 to 20 years. This is the area of greatest demand and greatest need—and fulfilling this need, or failure to meet it, will largely determine the political future of areas such as Latin America and Africa.

I am convinced that such projects are feasible, most of all because American industry can find the solutions. The key element, I would guess, is the finding of an answer to the second question I raised regarding low-cost construction materials.

I would suggest that the National Housing Center, and individual companies, can do more in this field. I know that many new methods have been tested, but more experimentation can be used.

Use bagasse

Many years, and many dollars, have already been spent on finding a way to convert the crushed fibers of sugar cane, called bagasse in sugar-producing areas, into a solid form of construction material. This area needs more attention, because it is a cheap and commonly available material in many parts of the world. I suggest that you support exploration of this kind—and be ready to design houses around this material.

U.S. builders should also support research on the idea of binding locally available clay into building blocks. How does clay react to asphalt? How can a strong resin adhesive be found which can be easily applied to the world's most common element—dirt?

These are the kinds of construction materials American builders should be uncovering, because with them the competitive ability of the industry in the international scene will be unsurpassed.

Let me now turn in some detail to two aspects of the housing need and its challenge to business in which the Department of Commerce has a priority interest: the balance of payments situation as it affects the home building industry, and contributions which might be made by the home building industry to the balance of payments problem.

Basic strategy of the program calls for chief executives to specify how each company can maximize its contribution to the balance of payments through measures such as export expansion, repatriation of income from abroad, repatriation of short-term foreign financial assets, and —a point of particular interest to home builders—use of funds obtained abroad for investment purposes.

LATIN AMERICA, perhaps the largest potential overseas market for the home-building industry, is not off-limits for new investments under the voluntary restraints program. Photo shows U.S.-built home in Chile.

In addition, each company is asked to make a special effort to temper the outflow of funds from the United States for direct investment abroad. To help achieve this objective, Secretary Connor has recommended a separate target for direct investment for business corporations as a group.

The basic aim is not to restrain expenditures by American companies on plant facilities abroad. Rather, it is to minimize the impact of the outflow of funds on the United States balance of payments.

Secretary Connor is also suggesting to individual companies a separate formula for direct investment which will enable them to fix their own direct investment targets in a meaningful way and yet permit companies to continue their business abroad in an orderly fashion.

Builders encouraged

The program seeks to avoid adverse effects on less developed countries and encourages American private enterprise to assist in the introduction of modern techniques to help raise standards of living—and here we may say standards of housing—in these countries.

The program, as many of you will recall, is designed to moderate the outflow of funds primarily to Western Europe and certain other *developed* countries, including Canada.

Secretary Connor in his January 14 letter to the 900 companies recommended a formula by which each could compute its best estimate of what improvement its could make during 1966 as compared with 1965. The Secretary added in his letter that "we have found it necessary to strengthen the voluntary program for 1966 to help compensate for the added drain (of) the increased military effort in Viet Nam (which) will put further pressure on our balance of payments."

In most countries of Western Europe, in Canada, in many Middle Eastern countries, in Japan, Australia, and the Republic of South Africa, new direct investments in 1966 should be considered within the Secretary's formula.

However, the primary market for investment undertakings by the housing and home-building industry—Western Europe—has, as compared to under developed areas, its own capital resources for housing development. The voluntary restraints program encourages the "use of funds *obtained abroad* for investment circumstances."

Latin America, perhaps the largest potential overseas market for the housing and home-building industry over the next decade or longer, is not off limits for new investments under the voluntary program. Its investment resources under the seed capital projects which have begun —the creation over the past five years of savings and loan associations rather similar to ours—already are providing modest funds for housing investment.

Latin American private investment is aided also by programs of the Agency for International Development in the forms of investment surveys, dollar loans, local currency loans—which are especially helpful to U.S. builders, and investment

CAN APPLIANCE manufacturers adapt and offer products overseas at economical and profitable prices? Above, full house of appliances in Mexico, manufactured by an American company, suggests they can.

guarantees. In addition, loans are made by the Inter-American Development Bank for housing projects.

As compared to some other sections of American business, the housing and home-building industry appears to be in a relatively flexible position as regards the balance of payments program.

What contributions can the industry make, therefore, to the balance of payments?

Undoubtedly the most important contribution it can make is in increasing its exports, admittedly not a simple thing to do in housing and home-building.

Component use grows

It is elementary to say that economical housing requires as much local production as possible. Most components of housing, as we have known them in the past, are not exportable. As the components have improved, the export-picture has—to an extent—also improved. Obviously, the more housing construction adapts the use of components, the more industrial methods are used for large-scale, efficient construction, the more the so-called "industrial house" will be found adaptable and saleable to meet mass demands in many parts of the world. Over the long pull this will make a significant contribution to the U.S. balance of payments.

But the industry's contribution to the direct balance of payments program cannot be expected to be spectacular in any immediate sense.

Areas of progress

Let me suggest a few areas where units of the industry and its suppliers are making rather steady progress in exporting:

► The licensing of technology, to the extent possible, will bring fees back to this country.

► Lumber, due to a growing interest in wood frame houses in Europe and to recent promotional activities on the part of a trade association;

► Softwood plywood, due to its increasing use abroad for concrete forms, materials handling and other purposes, particularly in West Germany, Denmark, the Netherlands, and Japan;

► Paint, due to advanced U.S. technology in manufacture—where increased quality can solve peculiar problems of local climates. Much of the technology is now available through licensing and joint ventures abroad.

► Construction machinery and equipment, due to the fact that approximately 90% of the value of free world shipments of construction machinery is accounted for by U.S. companies and their foreign subsidiaries and affiliates; and,

► Air conditioning and refrigeration equipment, due to the U.S. technological lead together with a generally rising standard of housing in many countries. Recently these exports have been increasing 10% each year.

These, then, are the export leaders in the construction, building and related industries. We may confidently expect them to grow and expand as American builders more and more penetrate foreign markets, supported by our technological, productive and market abilities. These techniques will grow on a scale approaching logarithmic ratios.

Finns drop controls on 220 import items

Many U.S. goods enter freely

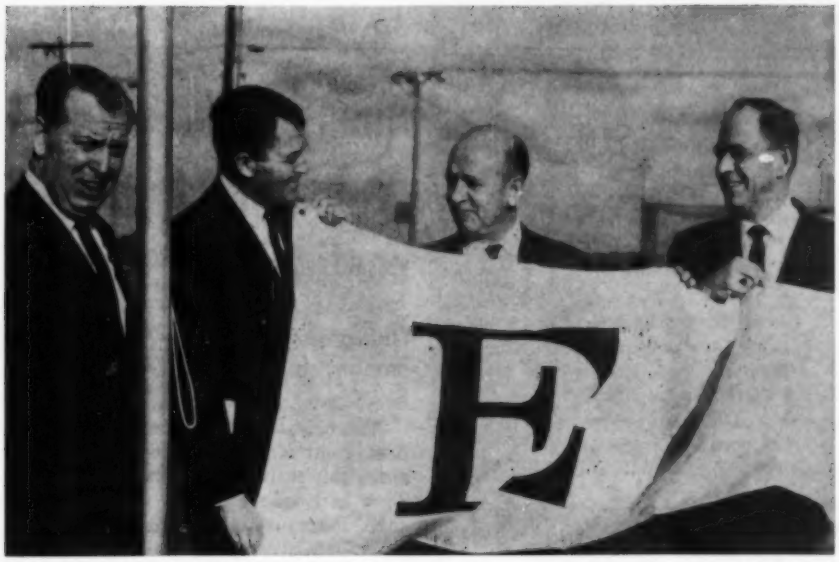
Finland has removed global quantitative import restrictions from 220 items previously subject to import controls.

Six months ago Finland removed 134 items from its global quota list. (INTERNATIONAL COMMERCE, Sept. 13, 1965).

Many products entering Finland from the U.S. are now free from import licensing requirements. The Finnish Government's policy is to remove remaining restrictions as rapidly as balance-of-payments conditions permit.

Items of possible interest to U.S. exporters freed from import restrictions Jan. 1 include calcium carbide; certain medical supplies; soap, polishes and creams; twine; several types of jewelry; railroad rails and accessories; cast iron tubes and pipes; cast iron tube and pipe fittings; structures of iron or steel; stoves, ranges, cookers, and similar heating equipment; central heating boilers;

Radiators; air heaters; various articles of iron and steel; electrical signaling apparatus; circuit breakers, switches, circuit dividers, and fuses; electric metal filament lamps for general use; discharge lamps; insulators; conduit tubing; arms and ammunition; brooms and brushes; and certain fish products.



PENNSYLVANIA FIRM HONORED—John Rumisek (left), director of foreign trade of the Pennsylvania Department of Commerce; John A. Donley, director of the Pittsburgh office of the U.S. Department of Commerce; R. F. Merwin, president of Eriez Magnetics, Erie, Pa., and A. A. Stent, international division operations manager of Eriez, display President's "E" Award which was presented to Eriez Magnetics.

Nairobi sample display offers showcase for consumer goods

Social and economic development programs in Kenya have helped create a demand for a variety of consumer products that American firms are invited to supply through the U.S. Sample Display Center in Nairobi.

A recent survey, conducted by the U.S. Commercial Officer in Nairobi, identified 50 products that Kenyans say they need or want to purchase. (See story on page 20.)

Fire-fighting devices for home and industry, upholstery springs, light-weight aluminum ladders, dispensers for paper and other products, and postal franking machines are some of the items listed. The Kenyan market has been virtually untried for many of these products.

One of four

The Sample Display Center, one of four such facilities sponsored by the Department's Bureau of International Commerce, is located in downtown Nairobi. The service is also available in Manila, Beirut and Bangkok. U.S. products and sales literature are displayed without charge for 30 days.

The Commercial Officer sets up the exhibits, handles publicity and coordinates communications between local businessmen and manufacturers.

U.S. manufacturers interested in details of the Sample Display service may write to the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230 or contact any of the Department's 42 Field Offices.

Pepsi-Cola to operate in East Europe nations

Pepsi-Cola soon will be marketed in Eastern Europe. Donald M. Kendall, company president, announced that agreements have just been completed for the sale and distribution of Pepsi-Cola in Yugoslavia and Romania.

In Yugoslavia, the Pepsi-Cola franchise has been granted to a major food and beverage enterprise called Centroprom.

In Romania, under terms of the agreement with Masinimport-State Enterprise for Foreign Trade, construction of a bottling plant for manufacture and distribution will begin shortly.

Meat exporting group organizes trade council

The Meat Exporter's Council, an international trade association for exporters of meats, offals and poultry, was organized recently in New York.

Arthur Hartog, president of A. Hartog, Inc., sponsored the first meeting. "It was obvious by the number of firms who sent representatives to the meeting that there exists a definite need for U.S. exporters to discuss their problems," Hartog said.

Firms at meeting

The following firms were represented at the first meeting: Berns & Koppstein, Inc., B.N.S. International, Bernard Bowman, N.V.C. New York Corp., A. A. Kurtz, Phila., Pa., Carter, Inc., Hopkins, Minn., Weinstein International Corp., Minn., Minn., E. M. Denny & Co., New York. Two firms sent observers to the first meeting, International Packers Ltd., New York and Tupman-Thurlow Co., Inc. of New York.

Among the objectives of the group will be to promote and establish uniform books of rules setting forth uniform standards and specifications of qualities of merchandise, terms of payment and credit procedures, and export practices within each country where members' products are exported. The next meeting will be held March 4 at the Gramercy Park Hotel in New York.

First Pacific Area seminar draws Cleveland executives

The first International Seminar on the Pacific Area, held in Cleveland Jan. 19, was attended by 42 business executives from major Cleveland firms.

After an opening session where local businessmen questioned a panel of experts on world trade, a reception and luncheon was hosted by Northwest Airlines, sponsor of the seminar. Luncheon speaker was Paul Unger, president of the Unger Co., and head of the 1964 U.S. trade mission to Australia.

Other sponsors included the Department of Commerce, the Cleveland Regional Export Expansion Council and the Cleveland World Trade Association.

Exhibition of machine tool accessories scheduled June 14-24 in Tokyo Center

Japan's flourishing machine-tool industry has created a major market for American makers of machine tool accessories.

To help U.S. manufacturers who want to share in this market, the Bureau of International Commerce will stage an exhibition of machine tool accessories in the Trade Center in Tokyo June 14-24.

BIC's recent Japanese market survey revealed that although Japan is the fourth largest Free World producer of machine tools, it turns to imports for technical innovations in accessories and precision gauging equipment.

Export opportunities are especially promising for accessories and components designed for incorporation into the following basic machine tools:

Automatic chucking and between center, single and multiple spindle lathes; precision boring machines; forging equipment; automatic screw machines; power-driven mechanical and hydraulic presses; combination boring-drilling-milling machines; threading machines; welding equipment; profiling, duplicating and die-sinking machines; gear grinding, finishing and cutting equipment, and external and internal grinding machines.

Accessories that are salable in Japan include parts feeders; positioners; transfer and indexing equipment; parts loaders and unloaders; in-place gauging and sorting equipment; parts detectors and safety trips; automatic parts assembling and fixturing equipment, and counters, stackers and packagers.

Sales of advanced U.S. machine tools, accessories and precision gauging equipment was $40 million in 1964 and 1965.

Write: Bureau of International Commerce (code 8192), Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WO 7-4918), or from any of the Department's 42 Field Offices.

ELECTRONICS SHOW

Electronics 66, an international trade show for electronic components and related measuring and production equipment, will be held at the Munich, Germany, Fair Grounds Oct. 20-26. **Write:** Gerald G. Kallman Associates, 30 Journal Square, Jersey City, N.J.

Additional information on trade fairs and trade center shows, unless otherwise noted, is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

5th Europort exhibition scheduled in Rotterdam

The 5th annual Europort exhibition will be held in Rotterdam, the Netherlands, Nov. 8-12.

This exhibition, specializing in shipbuilding, marine engineering and port equipment, is reported to have grown in confidence of the trade and industry concerned, both in the Netherlands and abroad.

A total of 35 American firms participated in the fourth show, held last November 9-13. The Europort exhibitions have shown a consistently growing variety of machinery, equipment and supplies related to ship and engine building, port operation, cargo handling and marine vessel operation, including catering supplies of ships.

Write: Europort, Europoort, Tentoonstellingen, Hoogstraat 111, Rotterdam, the Netherlands.

PLASTICS SHOW

"Plastics '66," sponsored by the South African Journal, *Plastics, Paint and Rubber*, will be held Oct. 4-8 at Empire Hall, Milner Park, Johannesburg. Purpose of the show is to display raw and manufactured materials used in plastics production, a complete range of manufactured products and plant and equipment used in the production of plastics and plastic products.

American firms may participate directly or through local representatives. Material for the exhibition may be imported duty free provided it is not in South Africa for more than six weeks. **Write:** S. A. Exhibition Organisers (Pty) Ltd., P.O. Box 2900, Johannesburg, South Africa.

American influence on boating in U.K. continues to grow

Fiberglass boats more popular; demand for wooden craft shrinks

The American influence on boating in Britain, growing steadily, was particularly noticeable at this year's International Boat Show in London.

Exhibitors of U.S. equipment at the Jan. 5-15 show were optimistic about the market potential, and the outlook for quality American developments remains promising. The U.S. Embassy again has urged more U.S. participation in the annual show.

The trend in Britain, reflected in the fair, is toward fiberglass boats. In 1962, these boats made up only 25.2% of the market. The figure has risen steadily, however, and was 46.8% as of early 1966.

At the same time, the percentage of wooden boats has gone down, from 65.7% in 1962 to 39.8% this year.

Father-and-son yards

The British boat-building industry is still characterized by small father-and-son yards which rely on repair work rather than on original building for their profits. There reportedly are 600 boat-builders in the U.K., but the industry should shrink quite a bit if the boom in mass-produced boats takes place as expected.

The mass producers are looking toward overseas markets to absorb their output, and more British activity in the American market is expected.

Write: The Secretary, Ship and Boat Builders National Federation, 31 Great Queen St., London, W.C. 2.

CHEMICAL EXHIBITION

The 1966 Canadian Chemical and Equipment Exhibition will be held in Toronto Sept. 19-21. U.S. firms in the following fields are invited to participate: process and scientific instruments, laboratory equipment and supplies, and chemicals. **Write:** Canadian Chemical and Equipment Exhibition, 1450 Don Mills Rd., Don Mills, Ontario, Canada.

Building materials display in Tokyo —brisk business

The display of architectural hardware and new building materials by 34 American firms at the Tokyo Trade Center points to brisk business in a market hungry for ideas.

This was expressed by Minister John K. Emmerson, who opened the show Feb. 1 with Dr. Kenzo Tange, internationally known architect.

Opening day business activity included the following:

Koolshade Corp. was approached by a representative of the Ministry of Health and Welfare who said he wanted to incorporate the patented Koolshade Sunscreen in a major hospital project.

Flair Mfg. Corp., manufacturers of heating system controls, received two serious inquiries during the first hours of the show.

Robert S. Lewis, export manager of Weyerhaeuser Co., found he "hit Japan at the right moment." His early meetings with major plywood producers indicated a multi-million dollar market exists for U.S. plywood for use in concrete form making and other construction needs.

PLASTER AND MORTAR machines displayed by the Essick Manufacturing Co. (above), exhibits of Waste King Corp. and Mastic Corp. (center), and the Rust-oleum Corp. display (bottom) were show highlights.

HYDROMASSAGE UNIT displayed by Jacuzzi Bros., Inc., of Little Rock, Ark., attracted numerous visitors.

BUSINESS, A TOAST and crowds told the story of the furniture show. Above is the booth of the Drexel Furniture Co. Below, Marlene Schmidt-Hardin, 1962 Miss Universe, congratulates Ewald Bucher, Minister of Housing, with a glass of German beer after the latter was presented a Windsor chair. The main aisle (top right) of the U.S. exhibition occupied all of hall 7 of the fair grounds. The booth of Sprague & Carleton is at bottom right, where Sidney S. Ladin reported that his complete booth, including all decorations and partitions, was sold on opening day. Many exhibitors plan to enter the 1967 show.

Furniture show: photo report

From U.S. Exhibition, International Furniture Fair, Cologne, Germany, where the photos on this page were taken: "Dealers from all over Europe are committing themselves for shipments of U.S. furniture. Both short and longe range results are expected to be highly satisfactory. . . ."—William E. Stevens, Jr., chairman of the joint export committee of the National Association of Furniture Manufacturers and the Southern Furniture Manufacturers Association, which organized the Jan. 25-30 exhibition in conjunction with the Commerce Department's Bureau of International Commerce.

(Story on this exhibition, which brought $800,000 in off-the-floor sales, and a projected $3,000,000 for the next year by 16 participants, was on page 11 of last week's INTERNATIONAL COMMERCE.)

SALES MANAGER E. H. Haouk of the Hickory Chair Co. (top, left), and Edward E. Sheldon (bottom, left), vice president of Western Stickley Co., had a busy time with buyers. Many visitors came for business, others to admire (below, right).

On-scene U.S. investors in Kenya describe 39 development projects for prospective newcomers

American Embassy in Nairobi prepares report for businessmen; equity and loan capital made available through local agencies

Suggestions from 50 U.S. firms now established in Kenya are part of a new report issued by the American Embassy in Nairobi for U.S. businessmen interested in Kenya's investment possibilities.

Details on 39 specific proposals form the bulk of the 19-page study, which also outlines the Government's friendly attitude toward foreign investment and summarizes in detail a number of investment incentives.

The 50 U.S. firms, according to the report, employ over 5,000 Kenyans and represent a direct net investment of about $57 million. With few exceptions, annual earnings of these U.S. companies are reported as ranging upwards from good.

The firms are engaged in food processing, chemicals, soaps and detergents and electrical equipment activities.

Favorable terms

Proposals by foreign firms for joint ventures with the Kenyan Government are particularly welcome, the report states, and equity and loan capital on favorable terms are available through agencies such as the Development Finance Co. of Kenya, Ltd., the Agricultural Development Corp., and the Kenya Tourist Development Corp. In addition, the Industrial and Commercial Development Corp. invests in projects that have the major part of equity held by Kenyans.

The list of 39 industrial possibilities covers a wide range of industries including asbestos cement products, metal pipe, toothbrushes, builder's hardware, ceramics, and the garment industry. These possibilities are described realistically, and in a number of instances the report indicates that although possibilities exist, the size of the present market or some other factor would weigh against investment at this time.

An example of this type of summarization is the possibility for establishing an agricultural equipment industry described as follows:

Agricultural Equipment—**(Simple Draw-bar Tools)** This industry is likely to produce the following types:— 8″ mould board plough; 12″ mould board plough; a ridging plough plus mouldboard plus line cultivator, i.e., a combination tool.

The process would be one of full manufacture based on imported steel sheet for ploughshares and possibly some Jinja steel for the handles, etc. These implements are aimed at the peasant cultivator who at present buys similar imported equipment.

It is estimated that a market exists for 30,000 simple draw-bar ploughs per annum in the East African market. There may be a possible export market in Ethiopia and Somalia.

(Tractor Mounted and Self-Propelled Equipment) This category includes tractor-mounted disc ploughs and harrows which would be fully manufactured locally except for the ball-bearing and discs, which would be imported. It might be worth investigating manufacture of both tractor-mounted and domestic rotary grass mowers.

(Trailers) Trailers both for agriculture and for industry are already being assembled in Nairobi and Dar-es-Salaam, and a further project is contemplated for Uganda. It is thought there is room for one further major project in Kenya concentrating on mass production of certain types rather than "custom built" manufacture as practiced by the existing assemblers. The existing industry does not meet the full needs of the East African market.

(Stationary Machinery for Sisal and Cotton Processing, etc.) Much of this type of machinery is at present made to order, even when manufactured overseas, and local substitution is possible. As regards sisal equipment there are possibilities of a growing market for flume tow separation equipment.

(Tractor Assembly) One distributor is already experimenting with local assembly from imported C.K.D. kits. It can be expected that this industry will be given encouragement by Government in relation to the establishment of a components industry.

Firms can obtain a single copy of the Commercial Attache's Report by writing: Bureau of International Commerce Office of International Investment, 8620, Department of Commerce, Washington, D.C. 20230.

HYDRAULIC EQUIPMENT—3542

A French firm seeks licensing rights to manufacture hydraulic equipment, primarily hydraulic presses, hydraulic truck seat supports, lift jack, hydraulic pressure generators (pump) and other equipment concerning the automotive industry. The firm specializes in jacks, commercial garage type rolling-jacks and hydraulic press production.

Write: Etablissments Felix Rassant, S.A., 18 bis rue de la Republique, Mainvillers-Chartres (Eure et Loir) France. WTD.

AIR CONDITIONING—3585

An Australian manufacturer and contractor of commercial lighting products seeks license to make a combined air-conditioning and lighting unit.

Write: Fluorescent Industries, Pty., Ltd., Davey St., Moorooka, Brisbane, Queensland, Australia. WTD.

Spain extends suspensions

Spain has extended suspension of customs duties on the following items; the suspension deadline in parenthesis:

Coffee, not roasted, 09.01A (Mar. 26); groundnuts seed, 12.01B (Mar. 13); lead ore, 26.01E (Mar. 7); puddled bars and pilings, ingots, blocks, lumps of iron or steel, 73.06 (Mar. 2); blooms of more than 500 kg. weight, 73.07B2a (Mar. 2); slabs of more than 1,000 kg. weight and more than 120 mm. thickness, 73.07B4a (Mar. 2).

Australian, German, French producers offer manufacturing licenses to U.S. firms

Two Australian manufacturers seek U.S. licensees to produce their exhaust brake and water-operated bathroom exhaust fan.

From Germany comes the opportunity to bottle and distribute a leading line of soft drinks and to produce a plastic mesh screening, while a French firm wants a U.S. licensee or joint venture partner for geological exploration.

For additional information on the products and the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number.

An Australian engineering company is seeking U.S. licensees to produce its exhaust brake for gas and diesel-driven vehicles, claimed to be the most advanced in efficiency and dependability in the world. The brake's main advantages reportedly are the increased life of brake linings and added road safety. The brake basically is a valve fitted into the engine exhaust pipe between the exhaust manifold and muffler. The units are built from heat-resistant alloys and have no bolts, nuts or welds.

Come in kits

They are supplied in kits to fit all types of vehicles and have been used to aid the hydraulic or air braking systems in diesel and gas-driven trucks, buses, automobiles, earthmoving equipment and mobile cranes. Some heavy duty trucks have been reported to have logged 300,000 miles without attention to the exhaust brake. **File 1374.**

Another Australian firm offers U.S. manufacturers the opportunity to manufacture under license a hydraulic-powered toilet exhaust fan which operates automatically when the toilet is flushed. A ball valve is used to automatically shut off the fan when the tank is filled. The fan will completely change the air of an average bathroom five times when the water main pressure is at least 50 pounds square inch. **File 1375.**

A German manufacturer and exporter of concentrates and extracts for Sinalco soft drinks seeks U.S. firms to bottle and distribute its products under license. The firm describes its products as high quality, profit making soft drinks headed by SINALCO-Special, a carbonated drink flavored by pure fruit extracts as well as cola and orange drinks. The German franchiser offers close liaison and technical service, including bottling know-how, continuous quality supervision, sales organization and sales promotion program. The firm reportedly offers a modern concept of advertising and publicity developed by a competent advertising agency. **File 1376.**

Decorative screening

Another German producer offers licensing rights for the U.S. production of its plastic (polyethylene) mesh suitable for radiator screening and other interior decoration. The mesh comes in different colors and densities, and may be used for room dividers, sliding doors for cabinets, partial retaining walls around open stairways in office buildings. **File 1377.**

A French firm offers a license for the techniques involved in a process of geophysical exploration, particularly electronic soundings for the study of underground geology in connection with public works projects, underwater geology studies and petroleum research. The firm presently employs these techniques in France. It also is interested in a joint venture with a U.S. company for U.S. geophysical exploration. **File 1378.**

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

FIRE DETECTION APPARATUS—3662

Licensing agreements sought for manufacture of fireproof record protection equipment, heat sensitive and smoke detection devices and alarm systems for fire and burglar protection by New Zealand manufacturer. The Managing Director of the firm is visiting the U.S. on Feb. 28, for an eight-week business trip and during that period would be prepared to negotiate arrangements.

Write: The Guardian Manufacturing Co., Ltd., P. B. 1044, Wellington, New Zealand.

NOVELTIES, SPECIALTIES—3499

Belgian firm seeks joint venture to manufacture such gift shop items as cigarette boxes, decorative thermometers and barometers, table decorations, painting reproductions for the European market.

Write: Cadeurope S.P.R.L., 24 Rue du Canal, Brussels, Belgium. WTD.

FARM MACHINERY—3522

A French manufacturer of farm equipment seeks a licensing or joint venture arrangement to manufacture agricultural equipment for export to member countries of the European Common Market.

Write P. Viaux & Cie, 16-Barbezieux. Charente, France. WTD.

FOOD CONTAINERS—2654

An Australian firm specializing in the food service field seeks a license to manufacture a line of convenience food packages such as cook and serve containers and easy-open packages utilizing metal foils, plastics and paper.

Write: Lazerus, Rosenfeld, Pty., Ltd., 275 Kent St., Sydney, Australia. WTD.

AID supplies foreign exchange to finance most U.S. exports to Dominican Republic

Requests by Dominican importers to go through Central Bank under new arrangement; certain specified commodities exempted

Imports from the U.S. (excepting certain specified items) to the Dominican Republic will be financed until further notice with foreign exchange received through Agency for International Development programs.

This decision, made under terms of a recent AID and Dominican Central Bank agreement, applies to all approved items imported after last Jan. 16.

Requests for foreign exchange by Dominican importers under the new arrangement will be approved by the Central Bank when accompanied by a completed Suppliers' Certificate (AID form 281).

This form is filled out and signed by the U.S. exporter who then must transmit it with the usual commercial documents to the Dominican importer to obtain payment for the goods.

Letter-of-credit transactions covering imports of U.S. goods will receive Central Bank approval only when the bill is payable upon presentation of the Suppliers' Certificate and the usual commercial documents.

The Dominican importer in either case must inform the U.S. exporter that the transaction will be financed by AID. Additional information on documentation and U.S.-flag shipping requirements is contained in the AID *Small Business Memo*, No. 66-6, Feb. 1, issued by the Office of Small Business, Agency for International Development, Department of State, Washington, D.C. 20523.

DOMINICAN STORE displays American products. Jan.-Nov. 1965 imports from U.S. totaled $68.4 million.

Special certification

A number of imports require special certification from the supplier in addition to the regular documents. Information on the requisite special certificates for these imports may be obtained from Office of Material Resources, Agency for International Development, Department of State, Washington, D.C. 20523, or from the *Small Business Memo* cited above.

Approximately 50 separate items are not covered by this AID financing arrangement. Among the excepted commodities are beverages; tobacco; soaps, cosmetics and other toilet articles; new clothing; radio and television sets; nitrogenous fertilizers except ammonium sulfate; and most passenger cars and light trucks.

Foreign exchange for the importation of these products will be approved by the Central Bank according to the specific regulations affecting each item and subject to the availability of dollars received by the Central Bank for import financing.

For additional information on the exact nature of the excepted items, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Germany opens quotas for apple, pear imports

Germany has established an import quota for fresh apples and pears from the U.S. and Canada.

Applications for licenses may be made until the (undisclosed) value limit is reached, but not later than July 29. The licenses will be valid through July 31.

The apples and/or pear imports must correspond to the European Economic Community quality standards.

Spain liberalizes import restrictions on paper, products

Removal of curbs on additional commodities is under discussion

Spain has removed import restrictions on paper and paper products.

Prior to liberalization, these items were under the global quota system; however, effective either Jan. 1, April 1, or July 1, depending on the commodity, import licenses will no longer be required.

The Government is currently discussing liberalization of additional commodities and another list will be released in the near future.

A list of the liberalized commodities with the tariff number and effective date of liberalization follows:

Effective Jan. 1—paper and paperboard (including cellulose wadding), machine made, in rolls or sheets (48.01); hand made paper and paperboard (48.02); parchment or greaseproof paper and paperboard, and imitations thereof, and glazed transparent paper, in rolls or sheets (48.03); composite paper or paperboard (made by sticking flat layers together with an adhesive) not surface-coated or impregnated, whether or not internally reinforced, in rolls or sheets (48.04); paper and paperboard, corrugated (with or without flat surface sheets), creped, crinkled, embossed, or perforated, in rolls or sheets (48.05); paper and paperboard, ruled, lined or squared, but not otherwise printed, in rolls or sheets (48.06); paper and paperboard, impregnated, coated, surface-colored surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49) in rolls or sheets (48.07); filter blocks of paper pulp (48.08);

Effective April 1,—cigarette paper, cut to size, whether or not in the form of booklets or tubes (48.10); wallpaper and lincrusta; window transparencies of paper (48.11); floor coverings prepared on a base of paper or of paperboard, whether or not cut to size, with or without a coating of linoleum compound (48.12); carbon and other copying papers (including duplicator stencils) and transfer papers, cut to size, whether or not put up in boxes (48.13); writing blocks, envelopes, letter cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery (48.14); other paper and paperboard, cut to size or shape (48.15);

Boxes, bags, and other packing containers of paper or paperboard (48.16); box files, letter trays, storage boxes and similar articles, of paper or paperboard, of a kind commonly used in offices, shops, and the like (48.17); registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting-pads, binders (loose-leaf or other), file covers and other stationery of paper or paperboard; sample and other albums and book covers, of paper or paperboard (48.18); paper or paperboard labels, whether or not printed or gummed (48.19); bobbins, spools, cops and similar supports of paper pulp, paper or paperboard (whether or not perforated or hardened) (48.20); other articles of paper pulp, paper, paperboard or cellulose wadding (48.21);

Effective July 1,—children's picture books and painting books (49.03); music, printed or in manuscript, whether or not bound or illustrated (49.04); maps and hydrographic and similar charts of all kinds, including atlases, wall maps and topographical plans, printed; printed globes (terrestrial or celestial) (49.05); plans and drawings, for industrial, architectural, engineering, commercial or similar purposes, whether original or reproductions, on sensitized paper; manuscripts and typescripts (49.06); unused postage revenue and similar stamps of current or new issue in the country to which they are destined; stamp impressed paper; banknotes, stock, share and bond cetrificates and similar documents of title; check books (49.07); transfers (decalcomanies) (49.08); picture postcards, Christmas cards and other picture greeting cards, printed by any process, with or without trimmings (49.09); calendars of any kind, of paper or paperboard, including calendar blocks (49.10); other printed matter, including printed pictures and photographs (49.11).

Demand for machine tools will increase in India

The demand for machine tools in India will increase by more than 125% during the years 1964-1969, according to a study published by the National Council of Applied Economic Research.

The study, "Demand for Machine Tools," reports that in 1963, there were 408,468 machine tools in place; 80% of the tools are under 10 years old; and an additional 526,000 tools must be purchased before 1969 to attain the levels of industrial output and other economic activities outlined in the 4th Five Year Plan.

Complete data in place by types and and sizes and future requirements by type and sizes are contained in the study.

The study, can be purchased from the National Council of Applied Economic Research, New Delhi, India, for $10.

A copy is available for review only in Metalworking Equipment Division, Business and Defense Services Administration, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5652.)

Turkey raises 1966 import allocations

Commercial imports up 15%; some deposit requirements cut

Turkey, in its import allocations for 1966, provides for a total increase in imports to $725 million in contrast with $665 million allocated last year.

Normal commercial imports have been programed at $485 million, an increase of $65 million (15%) over 1965. Imports eligible for import licensing without reference to quota have been raised to $270 from $220 million; and quota imports to $215 from $200 million.

Other types of imports figuring into the total allocation are imports under bilateral agreements; direct Government purchases; project credits from aid consortium members; private foreign capital investment; goods imported by Turkish nationals returning from abroad; and NATO imports.

This year, as in previous years, the licensing policy for normal commercial imports is programed into six-month terms having approximately equal allowances.

Licensing policy for the Jan. 1-June 30 period (16th Semi-Annual Import Program) has been released. The items eligible for import licensing do not differ substantially from those of the July-December 1965 period, although some quota allocations have been increased.

Prior import deposit requirements for machinery and equipment imported by manufacturers under the investment quota have been reduced from 10% to 1%, and those for chemical and mixed fertilizers from 70% to 20%.

For information on the licensing policy for specific products during the current period, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Year's global quotas established by Austria

Austria has established 1966 global quotas for certain agricultural imports. Quotas are feed grains, 200,000 tons; fresh vegetables, 16,000 tons; fresh fruit, 16,000 tons; honey, 2,550 tons; dead poultry, 4,000 tons; and hens' eggs, 150 million.

British Government bans all imports from Southern Rhodesia

Licensing controls now affect all exports; refusal seen for most cases

The British Government has announced a total ban on imports from Southern Rhodesia, which became effective Feb. 2.

It has also extended licensing controls to all goods exported to that country. Although, in general, applications for export licenses will be refused, exceptions will be allowed for humanitarian purposes and for the essential needs of certain transportation and power companies which also serve Zambia.

At the same time, a statement was issued by the British Treasury which said that the present government in Rhodesia is incapable of incurring legal obligations. When constitutional government is restored in that country, the notice added, it cannot be assumed that any such obligations will be met; anyone extending credit to this regime does so entirely at his own risk.

These measures represent the latest moves by the Government of the United Kingdom to tighten restrictions on the commercial trade and foreign exchange operations of the government in Southern Rhodesia which unilaterally declared its independence from the United Kingdom last Nov. 11.

Earlier action

The British Government had acted earlier to control Rhodesian foreign trade. On Jan. 20, the British Order in Council No. 41, entitled "The Southern Rhodesia (Prohibited Exports and Imports) Order 1966" prohibited, as part of the law of both the U.K. and Southern Rhodesia, the exportation from and the importation into Southern Rhodesia of products specified by the British Government.

Under this Order, a second Order was issued, simultaneously, banning the export of chrome from Southern Rhodesia except as may be authorized by the British Government.

Immediately following the unilateral declaration of independence by Southern Rhodesia, the U.K. had excluded Rhodesia from the sterling area; placed all transactions between British residents and residents of Rhodesia under exchange control; and stopped direct investment in Rhodesia by British residents.

On Dec. 1, these exchange controls were broadened to cover practically all current payments by U.K. residents to residents in Rhodesia.

Beginning Dec. 17, residents of Rhodesia were required, in general, to pay in a convertible currency other than sterling for services of a commercial character and any goods purchased by them from the United Kingdom.

Austrian Government extends validity of tariff reductions

The Austrian Government has extended the validity of its numerous tariff cuts until June 30, as follows:

A 10% across-the-board reduction on more than 600 tariff positions in the non-agricultural sector. These reduced rates are available upon individual application by the importer for preferential customs treatment.

Reductions of varying amounts on approximately 80 items. Individual application is also required for these reductions.

Substantial reductions and even complete waiver of duties on many items, including machinery, parts and apparatus, if the importer can prove to the Ministry of Finance that these products are not produced in Austria or are produced in insufficient quantities.

Though extended, these reductions continue to be temporary in nature and subject to revocation at any time. They are granted on the condition that they will be passed on by the importer to the next buyer.

For information on duty rates for specific commodities, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

India reduces raw goatskin export quota

The Indian Government has reduced the 1966 export quota for raw goatskins. Established exporters will be allowed to export up to 45% of their best year's exports from the base period of 1954-1958, compared to 50% allowed in 1965.

The action is in line with India's policy of encouraging export of tanned leather in preference to raw skins, so as to increase employment in the domestic tanning industry as well as foreign exchange earnings.

ECSC issues coal production report

European Coal and Steel Community (ECSC) coal production in November 1965 reached 18.6 million metric tons, much the same level as in the previous month.

Output in Germany dropped slightly but rose in France. For the first 11 months of 1965, Community coal production totaled approximately 204.8 million tons, compared with approximately 214.7 million tons for same period of 1964.

This was a drop of 9.9 million tons. The fall in production was 6.2 million tons in Germany, 1.9 million tons in France, and 1.4 million tons in Belgium.

All countries of the Community reduced their steel output in November to adapt to the effective demand on the market.

Crude steel

Crude steel production in November totaled 7 million tons in the Community compared with 7.5 million tons in October and 7.1 million tons in November 1964.

During the first 11 months of 1965, Community crude steel production reached 78.9 million tons, compared with 75.9 million tons for the same period of 1964. Production has thus increased by 2.9 million tons or 3.9%. The increase in production was particularly sharp in Italy and the Netherlands.

Pig-iron output declined from October to November, falling from 5.4 million tons to 5.2 million tons. This drop in production was common to all member countries.

New orders for rolled steel received by Community firms in November totaled 4.9 million tons, compared with 4.9 million tons in October and 4.8 million tons in November 1964. New orders from the Community were lower than for the previous month while export orders were higher.

TRADE MISSION RECORD

The U.S. Department of Commerce has sponsored or approved 165 Trade Missions to 96 countries since the program was launched in 1954. Members of these Missions have carried some 18,000 proposals from American business for businessmen abroad and have developed about 27,500 trade and investment opportunities.

Dominicans on road back

Continued recovery hinges on political calm, effectiveness of elected Government

The economic and commercial situation in the Dominican Republic is gradually recovering from the recent political crisis. The December recurrence of civil disorder did not cause any major disruption in the general recovery, while U.S. economic assistance has cushioned the economy from the effects of the crisis and the considerable drop in export earnings.

The current Provisional Government is attempting, by means of a strengthened austerity and stabilization program, to achieve economic viability before the scheduled June 1 national elections and the inauguration of the elected government on July 1.

The stabilization program is likely to reduce consumer goods imports, especially those of a "non-essential" nature, while the projected emphasis on development programs offers potential growth in exports of U.S. capital goods and construction equipment. Economic viability, however, depends on both ending political unrest and the ability of the elected administration to run the country's recovery effort.

During the first quarter of 1965 the Dominican economy was operating near the record level of 1964. Then the April political crisis paralyzed the entire economy. Since actual hostilities were confined to the Santo Domingo area, most of the economy, especially agriculture which produces most of the nation's exports, soon returned to normal operations.

Nevertheless, nearly a month's production was lost in Santo Domingo before the cease fire became sufficiently effective for the capital's industrial enterprises to resume production.

Most bottlenecks gone

With downtown Santo Domingo, including the principal banking offices, port facilities, and retail and commercial centers largely isolated from the rest of the country, a rapid return to normal commercial conditions was impossible. Nevertheless, by July most of the bottlenecks had been overcome and the economy was operating at 75 to 80% of its normal level.

Export sales guide

The Agency for International Development has published a guide to export sales in developing countries for U.S. businessmen.

The non-technical handbook, "Commercial Exports Under A.I.D. Programs," describes how businessmen in the U.S. can particiapte in export sales generated by AID-financed programs of commodity procurement.

For a copy of the booklet, **write:** Resources Support Staff, Office of Material Resources, Agency for International Development, Washington, D.C. 20523.

Imports began to flow at about half the usual volume through the smaller ports normally used only for exports, and many businesses and all the banks opened temporary branches outside the downtown area.

Falling prices

The Gross Domestic Product (GDP) may have dropped as much as 15% in 1965 from the 1964 level of approximately $824 million. However, about a third of this decrease was caused by sharp reductions in international market prices for the two main export crops, sugar and cacao.

While the basic national economy was only slightly affected by the hostilities, the combination of an isolated main port and commercial center, low world market prices for the major exports, severe drought followed by destructive storms, and the loss of business confidence due to the crisis all led to serious economic repercussions.

Stores and banks in Santo Domingo began to reopen in mid-October. Losses of merchandise through destruction and looting forced some commercial enterprises to default on obligations to suppliers. However, by mid-December the economy appeared to have largely returned to normal.

The port of Santo Domingo was reopened to general cargo ships in late October. Merchant vessel arrivals in November rose to the pre-revolt level, although cargoes were smaller due to reduced import orders. Despite the shortage of customs warehouse space (about 70% was destroyed during the hostilities) merchandise has moved quickly from shipboard and out of the customs area.

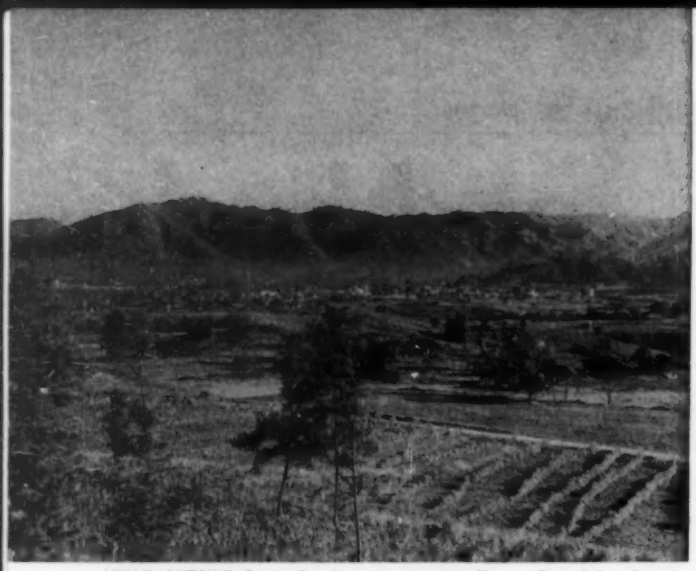
Helped trade balance

The drastic reduction of imports had a favorable effect on the balance of trade. Imports for the January-October 1965 period dropped approximately 56%, from $160.2 million in 1964 to approximately $70.1 million. Export shipments continued from the smaller ports throughout the country, with the result that January-October 1965 exports of $100.4 million declined only 33% from 1964's $151.6 million.

U.S. trade data for January-November 1965 show exports to the Dominican Republic down approximately 31% to $68.4 million.

The improved balance of trade combined with emergency external assistance to increase the level of total foreign ex-

BETTER DAYS, such as the one which saw the arrival of this luxury liner in pre-crisis in Santo Domingo, are on the horizon in the Dominican Republic, if the political calm can be maintained.



AREAS OUTSIDE Santo Domingo were generally unaffected by the violence, but low prices for export crops are hurting Dominican farmers.

THIS CEMENT PLANT near the capital will have its work cut out for it as the nation's job of economic reconstruction continues to pick up momentum.

change reserves from $33.7 million in April to $60 million in October. However, the payments on the backlog of import bills when the commercial banks reopened, and the increasing import tempo cut reserves to $50 million by December 1, and even further since then.

The Provisional Government is restricting the level of imports as part of its austerity and stabilization measures. The first step was raising the 40% import deposit to 80% on "luxury" items such as household appliances, automobiles, and jewelry. The major exceptions to this regulation include foodstuffs, medicines, and industrial or agricultural equipment.

The Monetary Board published a list of 19 items, including autos and household electrical items, which can be imported only through a confirmed letter-of-credit. When a letter-of-credit is opened at the Central Bank, the importer must deposit an equivalent amount in pesos.

This in effect prohibits the use of supplier's credit to finance these imports, as had been the common practice. Importers now must use their own funds to finance these imports, or borrow from local banks which have had their lending ability reduced by a parallel Government increase in reserve requirements. The authorities hope to reduce imports of these items and absorb some of the liquidity in the monetary system by increased deposits for letters-of-credit at the Central Bank.

The Provisional Government is also contemplating other measures to reduce imports, but they have not yet been announced. A major target is the chronic contraband traffic which has flourished for many years.

The Monetary Board also announced a number of measures designed to tighten credit and reduce import demand. Reserve requirements, formerly 40% on both sight and time deposits, were altered to 50% on sight deposits and 30% on time deposits. Since private sight deposits were about half again as large as private time deposits, this resulted in a net increase in reserve requirements and a reduction in the banks' lending capaticy.

A 5% decrease in required reserves was allowed for banks with loan portfolios composed of over 50% of loans to agriculture and industry. Since import financing has traditionally been the most profitable area for lending, few banks could qualify without shifting the main components of their portfolio to development and expansion type loans.

The restoration of an effective police force in downtown Santo Domingo, followed by the reopening of the port area, brought a large increase in November import volume and, accordingly, a large increase in customs receipts. The gradual return to stability also increased payments of back income and business taxes. Though November Government revenues showed a corresponding increase over previous months, January-November government tax collections totaled approximately $100 million, down 44% from the $177 million of the same 1964 period.

Debt problem

The Provisional Government is grappling with the problem of meeting its back obligations to private suppliers. The "floating debt," consisting of suppliers' bills contracted before January 1, 1965, has been variously estimated at $25-30 million. It plans to have a Government commission verify these debts and pay those certified as legitimate with Government bonds, the servicing of which would be earmarked from tax revenues. On Government bills contracted during 1965, variously estimated as totaling $10-15 million, the Ministry of Finance is making payment as revenues become available.

Dominican agriculture was hard hit by low market prices for the principal export crops and by storms which caused extensive damage to the previously drought-ridden northwest area. January-October export earnings for the five main agricultural crops (sugar, cocoa, tobacco, coffee, and bananas) dropped 40% from the comparable period of 1964, totaling $80.6 million.

Optimistic note

One optimistic note was the increase in the Dominican share of the U.S. sugar quota from 398,000 to 464,000 short tons, which meant an additional $7.4 million in sugar sales for the year. However, exports of sugar and sugar products for 1965 are estimated at approximately $60 million, a considerable decrease from the $92.7 million level of 1964.

For the 1965/66 coffee year, 40,000 sacks have been added to the Dominican Republic's basic coffee export quota, giving a new total quota of approximately 440,000 sacks. Estimates of this year's coffee crop vary between 550,000 and 700,000 sacks. Latest information indicates that there will be 450,000 to 600,000 sacks available for export.

Dominican production of staples such as rice, yucca, and plantains was little affected by the civil disturbances. Production of staple items should increase if there is no drought during 1966, due in

part to the shifting of cultivation from such export crops as cacao and others whose world price is currently low. Numerous plans for the production of fruits and vegetables for export are being implemented. For example, avocados have already been shipped by air express to New York City.

During the latter part of 1965, AID considerably expanded its agricultural development activities in the Dominican Republic. A team of agricultuarl advisors from Texas A&M University contracted to coordinate national and regional agricultural development efforts. The country was divided into seven agricultural zones, with the San Francisco de Marcoris area designated the site of a pilot program. The initial activities of the program concentrated on a livestock improvement campaign, with later projects to emphasize the training of Dominican technicians for work throughout the country.

The 1965 program of U.S. assistance to the Dominican Republic was disbursed through two outlets, the Organization of American States and the Agency for International Development. The OAS channel was primarily concerned with direct support of the Dominican Government's operations through the payment of salaries and support of vital services and institutions. Total grants for emergency assistance administered by the OAS amounted to $52 million. By the end of November less than $5 million of this fund remained undisbursed.

The AID Development Mission concentrated on public works and rural development programs. By November, over $14 million had been allocated for AID supervised projects including urban water supply facilities, highway maintenance and construction, irrigation systems, and agricultural reform and extension/training projects.

Provinces reorganized

The Provisional Government is being reorganized to facilitate the renewed emphasis on national development planning and to bring all such efforts under the direct control of the President's Office. A Development Planning Council, composed of the President, Governor of the Central Bank, and Cabinet members, was established.

A Technical Secretariat with functions similar to the U.S. Bureau of the Budget was created to perform the staff work for the Development Council. A programming office was set up in each government agency to prepare and control budgets and coordinate planning and development activities of the agency.

The Ministry of Agriculture and the Agrarian Reform Institute were also reorganized to eliminate overlapping authority and duplication of functions.

The Provisional Government authorized the Central Bank to operate a fund for private investment loans which was financed by a $5 million AID loan. The fund will provide long-term loans to private investors for new production facilities or the expansion of existing enterprises in both agriculture and industry. The Inter-American Development Bank also plans to make $5 million available for similar lending to private industry.

A $1 million AID loan to finance feasibility studies of potential investment opportunities became operational in early December, with the first contract involving an aerial survey of forest resources. Discussions were also underway which aimed at formulating procedures for rapid Dominican Government approval of projects under the AID Specific Risk Guarantee Program available to U.S. investors.

UAR increases customs duty on luxury imports

The United Arab Republic has increased the customs duty on alcoholic beverages, carpets, household porcelain, glassware and ornamental objects, and certain consumer durable goods.

The new ad valorem rates (with previous rates in parentheses) are as follows:

Wine, 300% (250); sparkling wine, 500 (400); other wines, 300 (250); vermouths, 500 (400); other fermented beverages, 500 (400); spiritous beverages and compound alcoholic preparations, 500 (400); carpets and carpeting of silk, wool or other textile materials, 200 (100); oriental style carpets of silk, synthetics or cotton, 200 (100); oriental style carpets of wool or animal hair, 150 (80); rugs, mats and mattings of jute, coconut piassava or other textile materials, 100 (50); tapestries, 200 (100); tableware and other domestic articles of porcelain or china, 200 (100); other domestic pottery, 100 (50); ceramic ornaments and furniture, 200 (100); domestic glassware, 200 (125); illuminating glassware, 200 (100); heaters, stoves and cooking ranges, 200 (100); refrigerators and laundry machines for domestic use and non-electrical water heaters, 200 (100); electro-mechanical domestic appliances, except fans, 200 (100); electric fans, 50 (25); radio and television receivers, 150 (75); automobiles and trucks, 250 (70); and gramaphones and sound recorders, 150 (50).

The Government has also announced that the excise duty on pure alcohol has been raised to $1.73 a liter from $1.15.

Indian export council opens 1st U.S. office

Chicago headquarters to boost sales of manufactured goods

India's Export Promotion Council has opened a Chicago office to boost the sales of Indian manufactured goods in the U.S.

Indian exports in this category increased from $6 million in 1956 to $40 million last year, according to Santokh S. Kathuria, who will manage the office. Mr. Kathuria's job will be to beef up the Indian share of the U.S. market for manufactured goods, which only amounted to $1.2 million during 1965.

The Chicago office is the Council's sixth overseas branch, and the first in the United States.

The office is particularly interested in selling Indian copper tubing, cast iron and steel pipes and fittings, hand tools, sewing machines, wire products, weeding rods, railroad track materials, transmission line towers, basic machine tools, household utensils, and slotted angles, nuts and bolts.

U.S. businessmen can **write:** Engineering Export Promotion Council of India, Suite 514 at 333 North Michigan Ave., Chicago, Ill., 60601, or **phone** 312-236-2162.

Spain issues new credit plan to promote exports

Spain has issued a decree reforming existing regulations on credits designed to aid establishment of Spanish sales offices abroad.

Under the decree, Spanish firms abroad which are promoting the sale of Spanish products can now obtain private and official credits for use not only in the establishment of foreign offices and stocking Spanish inventories, but also for operating capital, including funds for advertising and other basic expenses connected with promotion activities.

The new decree encourages private, rather than official bank loans.

CHILDREN'S OUTERWEAR

A South African manufacturer of children's clothing seeks license to produce quality children's knitted outerwear.

Write: Sewrite Clothing Manufacturers, Longkloof Bldg., Kloof St. (P.O. box 2582), Cape Town, South Africa. WTD.

World Trade Opportunities pages 28-34

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

121 Bituminous coal

PAKISTAN—Coal, metallurgical hard coke. Service Sales Corp., Ltd. (importing distributor), Rm. 229, Al-Falah Bldg., The Mall, Lahore. WTD 1/17/66.

203 Canning, preserving foods

GREECE—Canned meat and fish. Importer-distributor-sales agent requests cif Piraeus price quotations. Direct purchase and/or agency. "Aristotle J. Thalassinos" Co., Sitia, Crete Island, Greece. Athens Office: 13 Third of September Street. WTD 4/12/65.

JAPAN—Fresh frozen packaged fish, all varieties; requests prices cif Nagoya. Seiwa Trading Co., Ltd. (import-export), 1-23 Takaba-cho, Nakamura-ku, Nagoya. WTD 11/27/64.

204 Grain mill products

FRANCE—Sorgo grains, in bags of 110 lb. each; American hybrid sorghum of "Milocorn" variety, suitable for preparation of cattle-feed. Potential direct purchase of large quantity (from 300 to 500 metric tons). Georges Dubedout Fils & Co. (Etablissements) (wholesale dealers), 30 Allees d'Orleans, 33 Bordeaux, Gironde. WTD 9/11/64.

209 Food preparations

GREECE—Soy bean meal, fish meal, meat meal. Importer-distributor-sales agent requests cif Piraeus price quotations. Direct purchase and/or agency. "Aristotle J. Thalassinos" Co., Sitia, Crete Island, Greece. Athens Office: 13 Third of September Street. WTD 4/12/65.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

210 Tobacco manufactures

GIBRALTAR—American pipe tobacco; cigars and cigarettes, well known brands. Requests replies in Spanish. Hafners' Forwarding Agent (importer, exporter, wholesaler), City Mill Lane, Gibraltar. WTD in preparation.

220 Textile mill products

HONG KONG—Men's shirtings, cotton and synthetic; fancy woven (printed and plain) cotton, synthetic; woolen fabrics for women's dresses; upholstery and drapery fabrics. The World Traders (importer, exporter, manufacturers' agent), P.O. Box 1384, Hong Kong. Cable: TRADEHONG. WTD 1/18/66.

221 Broad woven fabric mills, cotton

NETHERLANDS—Cotton fabrics for manufacture of children's dresses, suitable for ages 3 to 15 years. Sengers Confectiebedrijf (importer, manufacturer, retailer), 29 Jan van der Spekstraat, Helmond. WTD 1/19/66.

223 Broad woven fabric mills, wool

NETHERLANDS—Woolen fabrics for manufacture of children's dresses, suitable for ages 3 to 15 years. Sengers Confectiebedrijf (importer, manufacturer, retailer), 29 Jan van der Spekstraat, Helmond. WTD 1/19/66.

225 Knitting mills, products

FRANCE—Bathing suits and beachwear made

in knitting mills. Direct purchase and agency. Requests replies in French. Interfactor (importer, dealer, agent), 132 Rue du Faubourg Saint-Denis, Paris 10e. WTD in preparation.

228 Yarn, thread mills, products

PAKISTAN—Nylon strings with and without fibre; multifilament and monofilament, 1/35 to 1/40 mm, in hanks of 1,000 meters. O.Key Sports Corp. (manufacturer), Abbot Rd., Sialkot, West. WTD 1/17/66.

229 Textile goods

GERMANY—Twine from manmade fibers. Requests quotations cif Hamburg/Bremen, Kiel. Deutsche Raiffeisen-Warenzentrale GmbH (wholesaler, importer), 6 Frankfurt am Main, 37-39 Neue Mainzer Strasse. WTD 1/19/66.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Men's and boys' sport clothing. Direct purchase and agency. Requests replies in French. Interfactor (importer, dealer, agent), 132 Rue du Faubourg Saint-Denis, Paris 10e. WTD in preparation.

232 Men's, youths', boys' furnishings

FRANCE—Men's and boys' bathing suits and sports shirts. Direct purchase and agency. Requests replies in French. Interfactor (importer, dealer, agent), 132 Rue du Faubourg Saint-Denis, Paris 10e. WTD in preparation.

233 Women's, misses', juniors' outerwear

FRANCE—Women's and misses' dresses, ensemble dresses, skirts, beachwear, bathing suits. Direct purchase and agency. Requests replies in French. Interfactor (importer, dealer, agent), 132 Rue du Faubourg Saint Denis, Paris 10e. WTD in preparation.

235 Hats, caps, millinery

FINLAND—Beach hats. Will buy direct or act as commission agents. Dolly-Aitta Oy (importers, commission agents), Vihti. WTD 1/20/66.

238 Apparel, accessories

FRANCE—Rubberized fabric raincoats; waterproof outer garments made from pliofilm and cellophane. Direct purchase and agency. Requests replies in French. Interfactor (importer, dealer, agent), 132 Rue du Faubourg Saint Denis, Paris 10e. WTD in preparation.

242 Sawmills, planing mills

PAKISTAN—Ash and beech, logs and billets, length 5½', thickness 2½", width 6", for use in sports goods industry. O.Key Sports Corp. (manufacturer), Abbot Rd., Sialkot, West. WTD 1/17/66.

262 Paper mills, products

PAKISTAN—Tissue, white and colored, 20" x 30", 19/20 g; kraft, 20" x 44", 38 g; bleached, 20" x 30", 20 g; glasspaper, m1½-m2. O.Key Sports Corp. (manufacturer), Abbot Rd., Sialkot, West. WTD 1/17/66.

264 Converted paper, paperboard products

TRINIDAD—Christmas and gift wrapping paper. Direct purchase and agency. E. Johnson & Co. (importers, wholesalers, commission merchants), 20 Henry St., Port of Spain. WTD 1/19/66.

281 Industrial chemicals

BRAZIL—Plasticizers, cyclic and acyclic. Price quotations Rio de Janeiro. Joory S.A. Importacao e Exportacao (wholesaler), Avenida Rio Branco 81, 7° andar, sala 711, Rio de Janeiro ZC-21, Estade da Guanabara. WTD 1/19/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **BURMA**—Creosote oil, 1 million imperial gallons, conforming to B.S.S. No. 144/54, packed in 18 gauge steel drums of approximately 42 imperial gallon size, containing about 205 kgs. net each. Tender No. 1/MPC/BR-E/65-66, bid deadline March 9. The Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-2067).

● **EL SALVADOR**—Liquid chlorine, 100,000 lb., with partial shipments every 3 or 4 months on contract. Steel containers to be manufactured in U.S., sizes 100, 150 and 2,000 lb., to be property of ANDA, and returned for refilling Chlorine supplier will perform hydrostatic test on containers and replace valves as needed. Quote cost of test, return of empty containers, and chlorine in U.S. dollars, c.i.f. Acajutala, El Salvador or Puerto Barrios, Guatemala. Bid deposit of 1,000 colones ($400) required. Bids preferred in Spanish. Tender No. IM 4/66. Bid deadline Feb. 24. Administracion Nacional de Acueductos y Alcontarillados (ANDA), San Salvador.★ (Telephone: 202-WO 7-3465).

● **IRAQ**—Aluminum sulfate in kibbled form, 1,500 metric tons, to conform to these analyses: Al_2O_3, 17% min.; Fe_2O_3 (total) 1.0% approx.; Free SO_4 1.5 to 1.8% and unsoluble 0.5% max.; packed in 100 kg. net, strong second-hand double jute bags. Quantity to be supplied in two equal consignments; second consignment to be delivered in about two months after delivery of first. Tender documents may be obtained from issuing authority for $5.60 per set, plus 70¢ for airmail charges. Tender Notice No. 2, bid deadline Feb. 22. Directorate General of Municipal Affairs, Ministry of Municipal and Rural Affairs, Baghdad.★ (Telephone: 202-WO 7-3465).

PAKISTAN—Calcium carbonate precipitate; barium sulphate; alumina; magnesia powder; lithopone; totanium dioxide; magnesium carbonate; zinc oxide; cobalt acetate; calcium napthenate. Service Sales Corp. Ltd., (importing distributor), Rm. 229, Al-Falah Bldg., The Mall, Lahore. WTD 1/17/66.

Dyes, all colors, to dye leather and cotton textiles, for use in sports goods industry. O.Key Sports Corp. (manufacturer), Abbot Rd., Sialkot, West. WTD 1/17/66.

282 Synthetic materials

BELGIUM—Synthetic resins for paint, varnish, and plastic industries. Direct purchase and agency. Anciennes Usines Em. Deffaux S.A. (importing distributor), 15 Rue Saint Martin, Brussels 8. WTD 1/20/66.

BRAZIL—Synthetic resins for plastic industry. Requests price quotations Rio de Janeiro. Joory S.A. Importacao e Exportacao (wholesaler), Avenida Rio Branco 81, 7° andar, sala 711, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 1/19/66.

283 Drugs

SPAIN—Pharmaceuticals, medical products, vitamins, related products. Requests replies in Spanish. Salvador Benzadon Wahnon (importer, distributor, wholesaler), Plaza Ruiz 9, Ceuta. WTD 12/21/65.

285 Paints, varnishes, lacquers, enamels

PAKISTAN—Cellulose lacquer for use in sports goods industry. O.Key Sports Corp. (manufacturer), Abbot Rd., Sialkot, West. WTD 1/17/66.

286 Gum, wood chemicals

BELGIUM—Refined, distilled tall oils for use in soap and other industries. Direct purchase or exclusive representation. Anciennes Usines Em. Deffaux S.A. (importing distributor), 15 Rue Saint Martin, Brussels 8. WTD 1/20/66.

287 Agricultural chemicals

PAKISTAN—Fertilizers, ammonium sulphate, urea. Service Sales Corp., Ltd. (importing distributor), Rm. 229, Al-Falah Bldg., The Mall, Lahore. WTD 1/17/66.

289 Chemical products

PAKISTAN—Kauri glue for use in sports goods industry. O.Key Sports corp. (manufacturer), Abbot Rd., Sialkot, West. WTD 1/17/66.

Carbon black; printing ink. Service Sales Corp, Ltd. (importing distributor), Rm. 229, Al-Falah Bldg., The Mall, Lahore. WTD 1/17/66.

291 Petroleum refining

IRAQ—Paraffin wax, fully refined, 150-155 degrees F. Lighting Candle Factory (private enterprise), Shorja Market, Baghdad. WTD 1/15/66.

295 Paving, roofing material

PAKISTAN—Bitumen (asphalt) for paving roads. Service Sales Corp., Ltd. (importing distributor), Rm. 229, Al-Falah Bldg., The Mall, Lahore. WTD 1/17/66.

306 Fabricated rubber products

FRANCE—Vulcanized rubber clothing. Direct purchase and agency. Requests replies in French. Interfactor (importer, dealer, agent), 132 Rue du Faubourg Saint-Denis, Paris 10e. WTD in preparation.

322 Glass, glassware

ENGLAND—Glass containers and glassware suitable for food and beverage packers. Agency and direct purchase. E. Duncan Doring Ltd. (exporters, importers), 18-21 Charterhouse Square, London, E.C.1. WTD 1/18/66.

324 Cement, hydraulic

PAKISTAN—Cement. Service Sales Corp., Ltd. (importing distributor), Rm. 229, Al-Falah Bldg., The Mall, Lahore. WTD 1/17/66.

332 Iron, steel foundries

PAKISTAN—Cast iron pressure pipes, 6" to 12" diameter. Service Sales Corp. Ltd., (importing distributor), Rm. 229, Al-Falah Bldg., The Mall, Lahore. WTD 1/17/66.

333 Primary smelting, refining of nonferrous metals

PAKISTAN—High conductivity electrolytic tinned copper strips bare to B.S.S. 1432: 1/16" x ½", 85 lb.; 1" x 0.08", 2,500 lb.; ¾" x 0.062", 800 lb.; 5/8" x 0.062", 900 lb.; ½" x 0.080", 125 lb.; 5/8" x 0.080", 300 lb.; 1" x 3/16", 550 lb.; 2/4" x ¼", 200 lb. Gillanders Arbuthnot & Co. Ltd. (importing distributor), P.O. Box 271, Attar Singh Bldg., The Mall, Lahore, West. WTD 3/4/63.

334 Secondary smelting, refining of nonferrous metals

PAKISTAN—Aluminum ingots and sheets; antimony ingots and sheets; copper ingots and sheets; pig lead ingots. Service Sales Corp. Ltd. (importing distributor), Rm. 229, Al-Falah Bldg., The Mall, Lahore. WTD 1/17/66.

341 Metal cans

LIBYA—Cans for tomato paste or sauce: approx. 4 million tins, capacity 500 g. each; 2.5 million tins, 200 g. each; 60,000 tins, 2.5 kg. each. To arrive at Tripoli before May 1. Labeling to be impressed on container, not on paper. Abdussalam Gammoudi & Co., 136 Er-Rashid St., P.O. Box 141, Tripoli. WTD 11/9/65.

342 Cutlery, hand tools, general hardware

DENMARK—Hand tools, all kinds. Direct purchase or agency. Gottfred Petersen A/S (importer, exporter, agent), 2 Assensvej, Middelfart. WTD 1/21/66.

FRANCE—Hand tools, all kinds. Societe Nouvelle des Etablissements Noel (manufacturer, dealer), 13 Avenue de la Republique, Paris 11e. WTD 10/21/65.

344 Fabricated structural metal products

FRANCE—Steel framework; boiler shop fabricated products, plate steel. Societe Nouvelle des Etablissements Noel (manufacturer, dealer), 13 Avenue de la Republique, Paris 11e. WTD 10/21/65.

MALTA—Fabricated structural steel. Carmelo Mamo (importer, wholesaler, retailer, manufacturer), 333/337 St. Pauls St., Valletta. WTD 1/13/66.

349 Fabricated metal products

NETHERLANDS—Complete range of impact sockets for pneumatic tools. Measurements must be indicated in mm as well as in inches. Direct purchase. Exclusive representation desired. N.V. R.A.M.I. (importer, sales agent), 143 de Ruyterkade, Amsterdam. WTD 1/11/66.

352 Farm machinery

FRANCE—Plows, listers, tillers; fertilizer distributors, manure loaders and spreaders; harrows, disk and others; cutters, shredders; forage harvesters; hay loaders; balers; mowers; unloaders; weeders; cultivators; sprayers; related agricultural equipment and machinery of modern types. Agency for France or section thereof. Potential direct purchasers. Request price lists and catalogues. P. Viaud & Cie. (manufacturers, wholesalers), 16 Barbezieux, Charente. WTD 1/26/66.

353 Construction, mining, materials handling machinery

FRANCE—Public works and construction machinery, road-surfacing and maintenance equipment, materials-handling equipment, preferably heavy-duty machines, such as: cable power shovels; shovel loaders and land levelers; bulldozers; excavators; dredgers; stone crushers; road rollers; draglines; dumpers; bucket elevators; concrete vibrators and mixers; ditchers; trenchers; earth movers; elevators, cranes, hoists; lifting and conveying units, related power and hydraulic machines, replacement parts and attachments. Direct purchase and agency. Requests illustrated catalogues and price lists. S.O.M.A.C.O. (anc. Ets. Causse) (dealers), Boite Postale No. 2024, Nationale 20 (Zone Industrielle), 31 Fenouillet-Toulouse, Haute-Garonne. WTD 1/24/66.

● **GREECE**—18 electric, rail mounted locomotive cranes in lift capacities of 3, 6 and 15 tons; 2 ore handling buckets. Specifications and conditions of procurement available in Greek only at U.S. Department of Commerce, Washington, D.C. Tender No. F.125, bid deadline March 7. Free Zone & Port of Thessaloniki, Technical Services Dept., Mechanological Section, Port of Thessaloniki, Thessaloniki.★ (Telephone: 202-WO 7-5566).

KOREA—Coal mining equipment. Direct purchase and agency. Dai Il Trading Corp. Ltd. (agent), International P.O. Box 1270, Seoul. WTD 1/19/66.

354 Metalworking machinery

FRANCE—Electrical tools, special tools. Societe Nouvelle des Etablissements Noel (manufacturer, dealer), 13 Avenue de la Republique, Paris 11e. WTD 10/21/65.

PAKISTAN—Milling machine (special type) for making box joints for forceps; turret lathes, bed 6 ft., 8 tool holders with releaving attachments; hydraulic press with needles for broaching, 6 ton capacity; universal tools and cutters grinding machine; trimming press electric type, 80 ton capacity; forging trimming press dies; for use in stainless steel surgical instrument industry. Union Surgical Co. (manufacturer), Court Rd., Sialkot, West. WTD 1/17/66.

● **SUDAN**—Supply of air tools: 40 riveting hammers, 15 drills, 10 screw drivers. Contract No. 3420, bid deadline Feb. 23. Office of Controller of Stores, Atbara.★ (Telephone: 202-WO 7-5652).

UGANDA—Two shaping machines; three drilling machines; three center lathes; one semi-automatic lathe; one instrument makers lathe; two heavy duty hacksaw machines; one universal tool and cutter grinding machine; one twist drill grinding machine; one horizontal boring machine; one universal milling machine; one horizontal milling machine; one slotting machine; one pipe threading machine; one plate bending machine; one hydraulic press. Detailed list of types machines desired available on loan from Trade Opportunities Staff, BDSA-6192, Office of Marketing & Services, Department of Commerce, Washington, D.C. 20230. R. M. Patel, Madhvani Sugar Works Ltd., P.O. Box No. 54, Jinja. WTD 3/12/65.

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355 Special industry machinery

IRAQ—Machinery for manufacture of candles. Lighting Candle Factory (private enterprise), Shorja Market, Baghdad. WTD 1/15/66.

LUXEMBOURG—Machine for crushing all types of bottles. World Services International (importer), 28 Rue Ad.-Fischer, Luxembourg/City. WTD 8/27/64.

356 General industrial machinery

DENMARK—Ventilating equipment for commercial, household and industrial use. Heating units and devices. Direct purchase or agency Gottfred Petersen A/S (importers, exporters, agents), 2 Assensvej, Middelfart. WTD 1/21/66.

358 Service industry machines

ENGLAND—Commercial refrigeration equipment for display purposes; ice-making equipment. Frostaire Refrigeration Co. Ltd., (importers, sales agents, service organization), Refrigeration House, 115 Alexandra Park Rd., London, N.W.10 WTD 1/10/66.

362 Electrical industrial apparatus

DENMARK—Electric motors, generator sets, electric control equipment, high frequency machines for plastic industry. Nordelektro A/S (importer, wholesaler, manufacturer), 56 Landskronagade, Copenhagen Ø. WTD 1/21/66.

KOREA—Electric welding apparatus. Direct purchase and agency. Dai Il Trading Corp., Ltd. (agent), International P.O. Box 1270, Seoul. WTD 1/19/66.

363 Household appliances

IRAQ—Room air conditioners, refrigerators, freezers, ice cream cabinets, water coolers, all kinds of household electrical appliances. Mohammed Ali Al-Zwaini (importer, wholesaler, retailer), Nidhal St., Opposite Sa'dun Park, Baghdad. WTD 1/8/65.

365 Radio, television receiving sets

CEYLON—Small tape recorders. Superintendent of Police, Criminal Investigation Dept., Special Branch, Fort, Colombo.

DENMARK—Hi-fi equipment, loudspeakers, amplifiers, tape recorders. Hi-Fi Sound Import A/S (importer, manufacturer, wholesaler, agent), 23, Ny Ostergade, Copenhagen K. WTD 1/13/66.

FRANCE—All magnetic tapes. Direct purchase and agency. Societe Pyral (manufacturer, dealer), 47 Rue de l'Echat, Creteil, Val de Marne 94. WTD 9/23/64.

LIBYA—Television receivers. Abdussalam Gammoudi & Co. (importer), 136 Er-Rashid St., P.O. Box 141, Tripoli. WTD 11/9/65.

366 Communication equipment

FRANCE—Electronic remote control equipment for miniature models of aircrafts, trains, boats, etc., including switches, servo-guides, related attachments or devices. Direct purchase or agency. Requests price lists and catalogues. R. D. Electronique (wholesale dealer), 4 Rue Alexandre-Fourtanier, 31-Toulouse, Haute-Garonne. WTD 12/2/64.

367 Electronic components, accessories

ENGLAND—Electronic components, particularly solid state circuit devices and modules. Agency and direct purchase. G. A. Stanley Palmer Ltd., (exporter, importer, agent), Island Farm Avenue, West Molesey Trading Estate, Surrey. WTD in preparation.

GERMANY—Semiconductor diodes, transistors, special tubes, special lamps, resistors, capacitors. Requests quotations cif Solingen. Winfried Labudda GmbH. (importer, wholesaler), 149 Bismarckstrasse, 565 Solingen. WTD 1/20/66.

369 Electrical machinery, equipment, supplies

BRAZIL—Starters and generators for automobiles; ignition apparatus for automobiles, including spark plugs, magnetos, coils, distributors. Direct purchase and agency. Requests replies in Portuguese. A. T. Santos & Cia. Ltda., Rua Luis Barbosa 68, apto. 202 Caixa Postal 6, Rio de Janeiro ZC-11, Estado da Guanabara. WTD 1/11/66.

371 Motor vehicles, motor vehicle equipment

BRAZIL—Automobile parts and accessories in general. Direct purchase and agency. Requests replies in Portuguese. A. T. Santos & Cia. Ltda. (importer, agent), Rua Luis Barbosa 68, apto. 202, Caixa Postal 6, Rio de Janeiro ZC-11, Estado da Guanabara. WTD 1/11/66.

JAPAN—New automotive accessories. Requests catalogues, prices, fob or cif Nagoya. Seiwa Trading Co., Ltd. (import-export), 1-23 Takaba-cho, Nakamura-ku, Nagoya. WTD 11/27/64.

NETHERLANDS—New repair and replacement parts for these brands of Army trucks: Reo G-742, Reo/Diamond G-744 and Dodge-Beep G-741. F. W. Wichhart h/o R.E.O.M.I.E. (importer, wholesaler), 18 Johannahoeveweg, Wolfheze WTD 1/11/66.

372 Aircraft, parts

THAILAND—Helicopter for military, commercial, civilian uses. Requests catalogues, specifications, quotations. Direct purchase and agency. Phadung Charoen Phanich (importer, sales agent), 49/2 New Petchburi Rd., Bangkok. WTD in preparation.

373 Ship building, repairing

MEXICO—Agency doing development work in Grijalva River Valley needs self-propelled barge, preferably a used barge, which can handle 70 tons of cargo; requests replies in Spanish. Jesus Guzman U. Secretaria de Recursos Hidraulicos, Comision del Grijalva, Reforma 77-10/0 piso, Mexico 1, D. F.

SPAIN—Marine engines, motorboats, depth indicators and recorders, direction finders, other related marine instruments. Requests replies in Spanish. Efectos Navales: Jimenez Conesa (importer, wholesaler, retailer), Astilleros 1, Melilla. WTD 12/21/65.

381 Engineering, laboratory, scientific research instruments

● **BURMA**—Supply of one precision or microptic theodolite in metal container with carrying frame, tripod, together with all its optional accessories. Tender No. 31 (t)/MCY-ESB/65-66, bid deadline March 10. Controller of Central Stores, Electricity Supply Board, Ahlone, Rangoon.★ Cable: ESBUB RANGOON. (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Testing machines: abrasion, shearing strength, tensile strength, torsion, etc. Direct purchase and agency. Lhomargy S.A., Appareils & Machines d'Essais (manufacturer, importer, dealer, assembling shop), 3 Bld. de Bellevue, Draveil, S & O. WTD 9/29/64.

384 Surgical, medical, dental instruments

SOUTH AFRICA—Medical diagnostic instruments such as auriscopes, ophthalmoscopes; medical practitioners' bags and accessories; surgical ligatures and suture materials; general medical and surgical goods and equipment. M & M Surgical Agencies (importing distributor), 105 Protea Glen. Protea Rd., Claremont, Cape Province. WTD 1/10/66.

TRINIDAD—Disposable syringes and gloves. Direct purchase and agency. E. Johnson & Co. (importers, wholesalers, commission merchants), 20 Henry St., Port of Spain. WTD 1/19/66.

● **VIET-NAM**—Supply of surgical equipment including forceps, needles, scissors. Tender No. 2085-12016, bid deadline Feb. 25. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

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391 Jewelry, silverware, plated ware

THAILAND—Synthetic emerald rough stones, cif Bangkok prices requested. M. Oli Mohamed (importer, exporter, wholesaler), G.P.O. Box 584, Bangkok. WTD in preparation.

394 Toys, amusement, sporting goods

FINLAND—Toys, mechanical, electric and plastic. Will purchase for own account or act as commission agents. Dolly-Aitta Oy (importers, commission agents), Vihti. WTD 1/20/66.

FRANCE—Toys and games, all types, for boys and girls, preferably articles not currently sold in France; medium priced, such as model construction toys, ships, airplanes, structural toy sets, mechanical toys, stuffed animals, related lines; children's vehicles. Seashore amusement and sporting goods, all categories. Requests price lists and catalogues. Direct purchase and agency. Comptoir de Fabriques (sales agent, wholesale dealer), 50-50 bis Rue Barreyre, 33 Bordeaux, Gironde. WTD 10/20/64.

Scientific toys, electric and non-electric, all categories, medium priced. Train sets, electric (a.c., 110/120 or 220/230, 50 cycles), complete, landscaped, wired. Midget reproductions of airplanes, automotive vehicles, boats, etc. Requests price lists and catalogues, correspondence in French. Maurice Verdeun (Societe) (dealer), 1 bis Rue des Piliers-de-Tutelle, 33 Bordeaux, Gironde. WTD 10/28/64.

NATO water storage project is open to eligible bidders

A NATO water storage project in Germany is open to U.S. firms who are certified eligible for NATO International Competitive Bidding (ICB).

Equipment and services called for are these: 4 each pressure tanks, 2,500 mm diameter, total length about 10,650 mm—50 cubic meters effective contents; 150 cubic meters connecting line, 100 mm diameter and 150 cubic meters of excavation.

Eligible bidders must **prequalify by Feb. 18,** submitting a specially designated German Government questionnaire and a registration fee of DM10 (about $2.50) to: Bundesamt fuer Gewerbliche Wirtschaft, Bockenheimer Landstr. 38, Postfach 3931, 6 Frankfurt (Main), Germany.

A copy of the designated questionnaire form as well as a brochure explaining NATO certification may be had from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

Floodlight tower bids invited by New Zealand

The New Zealand Government Railways Department is inviting bids for the manufacture and supply f.o.b. of 120-foot galvanized steel floodlight towers with connecting bolts in accordance with N.Z.R. drawing CCE 77045.

The tender No. is NZR S66/772. Bids must be submitted by March 30 to the above Department, Wellington.

The manufacturer will supply all necessary materials for the towers except the timber decking.

One copy of the specifications and a drawing can be examined in Room 4014, Building Materials & Construction Industries Division, BDSA, Department of Commerce, Washington, D.C., or interested bidders can obtain a specification copy, free of charge, from the New Zealand Senior Trade Commissioner in the United States of America, 1145 19th St. NW., Washington, D.C. 20036.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

209 Food preparations

DENMARK—New products in instant coffee, tea, other hot beverage lines. Petersen & Koefoed, 11 Silkegade, Copenhagen K. WTD 1/13/66.

220 Textile mill products

DENMARK—Yard goods, all kinds. Asani (manufacturer, importer, exporter), Viborg. WTD 1/14/66.

NORWAY—Textiles, synthetic and cotton/synthetic blends, piece goods for manufacture of shirts and slacks. Olaf Sidselrud (manufacturers' agent), Raadhusgate 21, Oslo. WTD in preparation.

Umbrella cloth, piece goods. Lars Rollum (manufacturers' agent), Konvallveien 6, Oslo. WTD in preparation.

221 Broad woven fabric mills, cotton

ENGLAND—Corduroy fabrics. K. S. Wainwright Ltd. (sales agent), New Mills, Idle, Bradford, Yorkshire. WTD 1/20/66.

222 Broad woven fabric mills, manmade fiber, silk

HONDURAS—Thin synthetic drapery fabrics, high and medium priced Dacron or similar material of high quality. Agency for Northern Honduras on a commission basis. Honduras Comercial (manufacturers' representative), P.O. Box 69, San Pedro Sula. WTD 3/11/65.

225 Knitting mills, products

NORWAY—Knitted fabrics for garment industry. Olaf Sidselrud (manufacturers' agent), Raadhusgaten 21, Oslo. WTD in preparation.

231 Men's, youth's, boys' suits, coats, overcoats

DENMARK—Sportswear, all kinds. A/S Holger Havn (manufacturer, agent), Vesterbrogade 20, Copenhagen V. WTD 1/17/66.

234 Women's, misses', children's, infants' undergarments

DENMARK—Women's underwear, nightwear, corsets. Asani (manufacturer, importer, exporter), Viborg. WTD 1/14/66.

242 Sawmills, planing mills

ITALY—Douglas fir, pitchpine, hemlock. Sebastiano Ugo Cali' (commission merchant), 62 Via Messina, Catania, Sicily. WTD 1/24/66.

Douglas fir, pitchpine, hemlock. Francesco Canonico fu Salvatore (commission agent), 40 Via Terzano, Catania, Sicily. WTD 1/19/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Prefabricated wood cottages and precut small houses (one to four rooms each). Also related small plastic or metal dwellings for rural use. Agency for southwest France or section thereof. Elie Putau, Entrepreneur (building contractor, agent), 31 Preserville, par Toulouse, Haute-Garonne. WTD 1/24/66.

275 Commercial printing

SOUTH AFRICA—Old established company, now enlarging and extending its activities, seeks an agency or a distributorship in the printing and communications fields. The Daily Dispatch (printers), 33 Caxton St., P.O. Box 131, East London. WTD 1/10/66.

283 Drugs

FRANCE—Bulk organic and inorganic chemicals and derivatives, primarily high-quality crude or basic materials and ingredients for use by pharmaceutical laboratories. Agency for France or section thereof. Requests replies in French. Loude Freres, S.A. (dealer, agent), 1-25 Rue Plantevigne, 33 Bordeaux, Gironde. WTD 1/24/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, other toilet preparations

PAKISTAN—Cosmetics; perfumes. Requests quotations c&f Karachi. The Boston Co. (importer, manufacturers' agent), Motan Bldg., Bunder Rd., Karachi 2. WTD in preparation.

287 Agricultural chemicals

PAKISTAN—Fertilizers, ammonium sulphate. Requests quotations c&f Karachi. Mohammed Ali Export Corp. (importer, manufacturers' agent), 29 Chartered Bank Chambers, McLeod Rd., Karachi. WTD in preparation.

289 Chemical products

PAKISTAN—Glue for use in plywood industry. Requests quotations c&f Karachi. The Boston Co. (importer, manufacturers' agent), Motan Bldg., Bunder Rd. Karachi 2. WTD in preparation.

307 Plastic products

FRANCE—Plastic laminated sheets for office and kitchen furniture and for home decoration; high quality vinyl floor tiles; wall coverings; plastic gutters; complementary elements for prefabricated construction. Polystyrene and fiberglass for use in fabrication of storage tanks, automobile bodies, etc.; polyvinyl chloride (PVC) pipe fittings, socket couplings, connectors, related lines for industrial uses; flexible plastic tubing for conveying materials such as gas, fuel, liquid chemicals. Agency for France or section thereof. Requests replies in French. Loude Freres, S.A. (dealer), 1-25 Rue Plantevigne, 33 Bordeaux, Gironde. WTD 1/24/66.

PAKISTAN—Plastic sheets, all kinds. Requests quotations c&f Karachi. The Boston Co. (importer, manufacturers' agent), Motan Bldg., Bunder Rd., Karachi 2. WTD in preparation.

342 Cutlery, hand tools, general hardware

DENMARK—Hand tools, cutlery, general hardware, all kinds. International Business Service (IBS) (agent), 5 Rosenborggade, Copenhagen K. WTD 1/24/66.

FRANCE—General hardware, hand tools of all categories, including automotive repair and maintenance tools, do-it-yourself kits, small household appliances. Agency for West Africa or section thereof. Etablissements Vezia (wholesaler, sales agents), 18 Rue Ferrere, 33 Bordeaux, Gironde. WTD 12/24/65.

Service tools for aircraft industry, automobile maintenance and repairs; garage equipment, including pneumatic tools. Automobile hardware and accessories; related products. Agency for France or section thereof. Etablissements Rene Papet (sales agent, dealer), 13 Boulevard Denfert-Rochereau; 16 Cognac, Charente. WTD 1/26/66.

NEW ZEALAND—Key locks for use in safes and strongroom doors. Atlas Safe Co. Ltd. (importer), Private Box 1044, Wellington. Attn.: Mr. K. P. Bowen, Managing Director. WTD in preparation.

343 Heating apparatus, plumbing fixtures

AUSTRALIA—Oil burners, domestic. Olims Consolidated Ltd. (manufacturer, importer, distributor), 61 Prince's Highway, St. Peters, Sydney. WTD 1/21/66.

355 Special industry machinery

PAKISTAN—Printing press; printing machinery, equipment, supplies. Requests quotations c&f Karachi. A. H. Ahmed & Co. (importer, manufacturers' agent), 13-A Fadoo Bldg., Bunder Rd., Karachi 2. WTD in preparation.

357 Office, computing, accounting machines

AUSTRALIA—Office equipment and machinery, general line. Olims Consolidated Ltd. (manufacturer, importer, distributor), 61 Prince's Highway, St. Peters, Sydney. WTD 1/21/66.

FRANCE—Digital computers, electronic. Saxby Electronique (manufacturer, dealer), 40 Rue de l'Orillon, Paris 11e. WTD 8/27/64.

358 Service industry machines

AUSTRALIA—Air conditioners, domestic, 240 volts. Olims Consolidated Ltd. (manufacturer, importer, distributor), 61 Prince's Highway, St. Peters, Sydney. WTD 1/21/66.

366 Communication equipment

FRANCE—Digital detecting elements; digital valves. Apacel (importer, dealer), 90 Avenue des Ternes, Paris 17e. WTD 8/10/64.

Facsimile transmitting machine. Saxby Electronique (manufacturer, dealer), 40 Rue de l'Orillon, Paris 11e. WTD 8/27/64.

367 Electronic components, accessories

FRANCE—Electronic recorders; process equipment. Saxby Electronique (manufacturer, dealer), 40 Rue de l'Orillon, Paris 11e. WTD 8/27/64.

371 Motor vehicles, motor vehicle equipment

DENMARK—Automobile accessories, equipment for filling stations and garage service. International Business Service (IBS) (agent), 5 Rosenborggade, Copenhagen K. WTD 1/24/66.

372 Aircraft, parts

DENMARK—Aircraft, new and used; spare parts. V. Reitz & Co. (agent), 106B Vangedevej, Copenhagen-Gentofte. WTD 1/24/66.

373 Ship building, repairing

FRANCE—Equipment, accessories, fittings and trimmings, products of all categories suitable for use in industrial fishing, related devices and articles for high-sea fishing trawlers. Agency for France or section thereof. Requests catalogs and price lists. Henri Cabanas & Cie. (sales agent), Le Gabut, 17 par La Rochelle, Charente-Maritime. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

DENMARK—Aeronautical instruments. V. Reitz & Co., Engineering & Trading (agent), 106B Vangedevej, Copenhagen-Gentofte. WTD 1/24/66.

ITALY—Optical precision devices, such as topographic instruments, ophthalmic equipment, meteorological measuring instruments. Requests replies in Italian or French. Dr. Giuseppe Amico (wholesaler, manufacturers' agent), 6 Via Pasubio, Catania, Sicily. WTD 1/24/66.

382 Instruments for measuring, controlling, indicating physical characteristics

SOUTH AFRICA—Infrared temperature sensing cameras for use with rotary kilns. Electrolink (Pty.) Ltd. (manufacturers' agent), P.O. Box 1223, Cape Town, Cape Province. WTD 9/10/65.

385 Ophthalmic goods

ITALY—Eyeglasses, sun glasses. Requests replies in Italian or French. Dr. Giuseppe Amico (wholesaler, manufacturers' agent), 6 Via Pasubio, Catania, Sicily. WTD 1/24/66.

387 Watches, clocks, parts

ITALY—Watches, clocks. Rag. Aurelio Cavalieri (wholesaler, sales agent), 10 Corso Sicilia, Catania, Sicily. WTD 1/20/66.

391 Jewelry, silverware, plated ware

ITALY—Jewelry, silverware. Rag. Aurelio Cavalieri (wholesaler, sales agent), 10 Corso Sicilia, Catania, Sicily. WTD 1/20/66.

394 Toys, amusement, sporting goods

DENMARK—Sporting goods, all kinds. A/S Holger Havn (manufacturer, agent), 20 Vesterbrogade, Copenhagen V. WTD 1/17/66.

FINLAND—U.S. designed novelties not elsewhere available; hobby items, games, toys, related items; requests descriptive literature, price lists, terms. Agency Samuel Borenstein (commission agent), Merimiehenkatu 19 A, Helsinki 15. WTD 10/19/65.

FRANCE—Glass fishing rods, nylon lines, reels of all types, complete fishing kits, artificial lures and related fishing implements and accessories for sportsmen, suitable for sale in France, for sea and river fishing. Raw fiber glass for fabrication of fishing rods. Agency for France or section thereof. Pierre Cochez (sales agent), 47 Saint-Antoine-de-Ficalba, Lot-et-Garonne. WTD 1/26/66.

399 Manufacturing industries

BELGIUM—Hair clippers, human use, electric. Agency for Benelux countries. Etablissements Reno (importer, agent), 23 Rue du Cirque, Brussels 1. WTD 12/15/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

Commodities are offered direct unless specified

259 Furniture, fixtures

MALTA—Venetian blinds and shades. Carmelo Mamo (importer, wholesaler, retailer, manufacturer), 333/337 St. Paul's St., Valletta. WTD 1/13/66.

322 Glass, glassware

YUGOSLAVIA—Glassware: hollow glass, common, hand blown: barware, plain; stemware, cut; goblets; brandy balloons; beer tulips; tumblers. Steklo, Export-Import, Attn: Mr. Joze Marcan, Titova 18, Ljubljana. WTD in preparation.

323 Glass products

YUGOSLAVIA—Lead crystal ware: stemware; goblets; brandy balloons; water glasses. Steklo, Export-Import, Attn: Mr. Joze Marcan, Titova 18, Ljubljana. WTD in preparation.

326 Pottery, related products

YUGOSLAVIA—Chinaware: table service. Steklo, Export-Import, Attn: Mr. Joze Marcan, Titova 18, Ljubljana. WTD in preparation.

342 Cutlery, hand tools, general hardware

FRANCE—De luxe door-handles and plates: decorated porcelain, metal-alloy, chromium-plated (in different colors, gold, silver, or black), various types and sizes. Wholesale exportation, direct or through specialized sales agents. Descriptive booklet with text in French available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U. S. Department of Commerce, Washington, D.C. 20230. Requests replies in French. Etablissements Dubois, Crespeau & Cie. (manufacturers, exporters), 53 Avenue du Maquis, 46 Cahors, Lot. WTD 1/24/66.

394 Toys, amusement, sporting goods

FRANCE—Fishing tackle and accessories for sports, such as fishing-line floats for river fishing reels (casting and other types), artificial lures, preserved fishing baits for fresh and salt-water fishing, good quality. Wholesale exportation, preferably through specialized importers. Pierre Cochez (sales agent), 47 Saint-Antoine-de-Ficalba, Lot-et-Garonne. WTD 1/26/66.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United State from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated January unless noted otherwise.

Boots and Shoes—Importers and Dealers—Haiti.

Dry Goods and Clothing—Importers and Dealers—Sweden, Dec. 1965.

Government Supply Contractors and Agents—Iraq.

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Realers and Manufacturers—Denmark, Nov. 1965.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Denmark.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Portugal, Dec. 1965.

Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces—Importers and Dealers—United Kingdom.

Machinery and Equipment, Farm—Importers, Dealers and Manufacturers—Venezuela.

Machinery and Equipment, Except Electrical—Importers and Distributors—El Salvador, Dec. 1965.

Machinery, Equipment and Supplies, Electrical—Importers and Distributors—India, Dec. 1965.

Medicinal and Toilet Preparations—Importers, Dealers and Manufacturers—Italy, Nov. 1965.

Metallurgical and Metal Working Plants—Argentina, Dec. 1965.

Metallurgical and Metal Working Plants—Pakistan, Dec. 1965.

Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Italy, Dec. 1965.

Significant Awards

CANADA—(C$1=U.S. 92½¢). The St. Lawrence Seaway Authority awarded a C$3,413,850 contract to C. A. Pitts Construction (Ontario) Ltd. to modify the lower end of lock 7 of the Welland Canal and to construct a system of concrete discharge culverts. Valves located within the lock walls will be replaced by larger valves and new machinery for their operation will be installed.

KUWAIT—(KD1=U.S.$2.80). One of the Government's tenders in connection with a $30 million project for building a sewage system, the gravity lines for phase 1, has been opened. Mohamad Abdul Mohsin al Kharafi (Kuwaiti firm) is the low bidder with a bid of KD3,199,000. Other bids ranged from KD3,312,115 to KD4,491,748.

Future Construction

BRAZIL—The Brazilian Government continues to emphasize **expansion of electric generating capacity.** Its program calls for investment of about $3.110 billion in the period 1965-1970 for generation, transmission and distribution. At the end of the first stage, an installed capacity is expected to be reached of about 13 million kilowatts as compared to the present capacity of 7.2 million kw.

The program emphasizes hydroelectric installations and includes some thermal plants using local coal deposits. A report outlining general plans, current trends and current projects is available on a 5-day loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

IRAQ—A summary of the status of selected major Government **development projects** and a status report of **major petroleum projects** are available on a 5-day loan basis to U.S. business firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

GREECE—The Greek Government is considering the establishment of an **underground railway system for the Greater Athens area.** Several proposals have been submitted covering various facets of the projects, including the feasibility report, construction, supervision of construction, supply of equipment and rolling stock. These proposals, some including provisions for financing, are to be studied by the Government and it is anticipated that a decision will be made to hold an international tender. Estimated cost of this project varies from $100 to $500 million.

U.S. firms interested in this project should write to the Ministry of Public Works, 1 Karageorgi Servias Street, Athens, Greece, Attn.; The Minister's Office, sending a copy to the U.S. Embassy, 91 Queen Sophia Avenue, Athens, Greece. Attn.: M. E. Hodge.

TAIWAN—A report outlining present conditions and future plans of the Taiwan Power Company is available on a 5-day loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

The Taiwan Power Company has prepared a 10-year expansion program designed to maintain a full and steady supply of power to its industrial, commercial and residential consumers. This program calls for trebling the present installed capacity by the addition of 1.9 million kw. Of the new construction, 500,000 kw. will be hydro while 1.4 million kw. will be thermal.

New Books and Reports

***Export Expansion. Hearings before the Senate Committee on Commerce.* (Serial No. 89-35) Senate Committee on Commerce, Washington. 275 pp. Free.**

Hearings on a bill to authorize the Secretary of Commerce to carry out certain programs to develop and expand foreign markets for United States products, and to provide more effectively for assistance in the financing of certain foreign sales which affect the national interest. Included are comments and statements by Federal agencies, legislators, manufacturers, associations, and other interested organizations, documenting those deficiencies in our export financing mechanisms which affect our ability to compete in foreign commerce.

Write: Senate Committee on Commerce, Room 5202, New Senate Office Bldg., Washington, D.C. 20510.

***American Aid and India's Economic Development.* By S. Chandrasekhar. Frederick A. Praeger, New York. $6.50.**

An analysis of the role of American aid in India's economic development since 1951. The changing nature of American aid during the period is discussed, with emphasis given to its impact on India's Five Year Development Plans. Special attention is paid to the role of this aid in Indian agriculture, industry, health, education, communications and transportation.

The author is the Director of the Indian Institute for Population Studies in Madras, and a visiting Professor of Sociology at the University of California at Riverside. He is the author of several other books, including *Red China: An Asian View* and *Population and Planned Parenthood in India.*

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Avenue, New York, N.Y. 10003.

***Ulrich's International Periodicals Directory; Volume I: Scientific, Technical & Medical.* Eileen C. Graves, ed. 11th ed. R. R. Bowker Co., New York. 484 pp. $15.**

Newly revised, this directory lists more than 12,000 periodicals, from 86 countries, in the fields of science, medicine, and technology. Alphabetically arranged under 116 subject classifications, the information about each periodical includes the title, subtitle, date of origin, frequency of publication, price, publisher's name and address, circulation, indexes, and distinguishing features.

Write: R. R. Bowker Co., 1180 Sixth Ave., New York, N.Y. 10036.

***Economic Opportunities in the Oceans.* Norman H. Gaber and Dana F. Reynolds, Jr. *Battelle Technical Review,* Dec. 1965, pp. 5-11. Battelle Memorial Institute, Columbus, Ohio. Single reprints free.**

As interest in the resources of the oceans intensifies, new business opportunities are opened up. The authors present a guide to the major categories of ocean-related activities and estimate their possible future monetary values.

Write: Battelle Memorial Institute, 505 King Ave., Columbus, Ohio 43201.

***Germany's Economic Dilemma: Inflation and the Balance of Payments.* By Patrick M. Boarman. Published by Yale University Press, New Haven and London, 1964. $7.50.**

Mr. Boarman says that Germany's rapid economic growth during the 1950's resulted from the abandonment of collectivist-inflationary orthodoxy in favor of a return to competition, the forces of the market, and monetary discipline. The ensuing lower level of costs, prices, and income yielded continuous export surpluses, which ultimately brought more disadvantages than advantages.

The author concludes that anomalies result when nations seek to enjoy the benefits of free trade while rejecting the required adjustments in their internal economies. He feels that what is needed is an international synchronization of national policies, which will enable individual nations to combat the harmful vagaries of inflation and deflation.

Write: Yale University Press, New Haven, Conn.

***Statistical Sources in the Netherlands. Marketing in Europe,* Nov. 1965, pp. 37-40. Economist Intelligence Unit, New York. $24 per issue.**

A review of the sources of statistical information covering various facets of the economy in the Netherlands. The organizations which collect and publish statistical data on population, production, consumption, and other related fields are briefly described.

Write: Economist Intelligence Unit, 60 East 42nd St., New York, N.Y. 10017.

***Standards and Specifications: Information Sources.* By Erasmus J. Struglia. Management Information Guide No. 6 of the Gale Research Co., Detroit. 187 pp. $8.75.**

A guide to literature and to public and private agencies concerned with technological uniformities, prepared by the librarian of the Consumers Union of the U.S.

The 7-part annotated bibliography and guide deals with:

- General sources of standards information; directories of organizations, agencies, and individuals interested in standardization.
- Bibliographies of the literature of standardization; guides to periodical indexes which include material on standards.
- Catalogs and indexes of standards and specifications.
- Government sources of standards and standards information, including annotated listings for publications of the 16 major bodies in the U.S. Government which develop or enforce standards.
- Associations and societies concerned with standardization.
- International aspects of standardization, including organizations and publications.
- Periodicals primarily or in part concerned with standards.

Other books in Gale's "Management Information Guide Series are available from the publisher at the same price. Titles in the series include: **The Devolping Nations: A Guide to Information Sources Concerning Their Economic, Political, Technical and Social Problems; Public Finance Information Sources; Textile Industry Information Sources; Real Estate Information Sources; and Building Construction Information Sources.**

Write: Gale Research Co., Book Tower, Detroit, Michigan.

***Forests of Southeast Asia.* Written and published by Russell C. Stadelman, Memphis, Tenn. 248 pp. $10.**

This publication, by a technical forester who has made 14 trips to S.E. Asia, describes the forests of Burma, Indonesia, Malaysia, Singapore, and Thailand. It lists 834 common names and 676 scientific names of timber species found in the area. Present forest industries and potential for export are also discussed. It also presents data on the peoples, governments, and economies of the countries covered.

Write: Russell C. Stadelman, 4893 Princeton, Memphis, Tenn. 38117.

Hopeful

Free copies of "Ceylon: Hopeful Change of Course," an 11-page economic summary published by the First National City Bank, are available to U.S. businessmen.

Write: Public Relations Dept., First National City Bank, 399 Park Avenue, New York, N.Y. 10022.

***Probing New Markets in Aquaspace. Steel.* Dec. 20, 1965, pp. 34-39. The Penton Publishing Co., Cleveland. Single copies free.**

This article describes the materials and manufacturing methods that will be needed to exploit the untapped natural resources of the ocean floor. The world's present fleet of aquaspace vehicles are also listed giving owner and operator, rated operating depth, dimensions, weight, payload, energy sources, and hull pressure.

Write: Penton Publishing Co., Penton Bldg., Cleveland, Ohio. 44113.

***The New Brazil: Prospect for Stability & Profits.* Business International, New York. 60 pp. $40.**

This research report brings forth the basic economic conditions in the new Brazil that is emerging from the revolution of March 1964. Its purpose, according to the authors, is to help corporations decide on the safest, most profitable course in this promising market. It examines the problems of establishing a Brazilian operation, pricing, exporting and importing, transportation, communications, labor, taxes, and marketing.

Write: Business International, 757 Third Avenue, New York, N.Y. 10017.

***Doing Business in Germany.* Jac L. Goldstucker, ed. DePaul U., Chicago. 96 pp. $3.**

Proceedings of the fourth Executive Seminar conducted by DePaul University's College of Commerce, for persons interested and engaged in doing business in foreign lands. Following a discussion on the economic pattern of West Germany, the papers describe the political, legal, financial, and tax aspects of doing business in Germany; marketing problems and opportunities and Germany's relations with the European Common Market.

Write: DePaul Univ., Office of Business Conferences, College of Commerce, 25 E. Jackson Blvd., Chicago, Ill., 60604.

***Africa: A Market Profile.* By T. L. V. Blair. Frederick A. Praeger. New York, N.Y. 260 pp. $12.50.**

A detailed guide to the factors in emergent Africa that most profoundly influence sales, marketing, and advertising. The book offers new data on the major categories of African consumers and analyzes the complexities of buying and selling in a market composed of Africans, Asians, Levantines, and Europeans.

Write: Frederick A. Praeger, Publishers, 111 Fourth Avenue, New York, N.Y. 10003.

***A Statement of the Laws of Nicaragua in Matters Affecting Business.* 3rd ed. J. J. Lugo Marenco. Pan American Union, Washington. 312 pp. $5.**

One of a series of studies published to provide a summary of the basic legislation in force in each Latin American republic. Emphasis is given to laws and regulations pertaining to commercial matters.

Write: Pan American Union, Sales & Promotion Division, 19th & Constitution Ave., N.W., Washington, D.C. 20006.

***A Statistical Handbook of the North Atlantic Area.* By Bernard Mueller. Twentieth Century Fund, New York. 239 pp. $6.**

Compendium of statistics for Western Europe, Canada and the United States from 1900 through 1963 with some projections to the year 1975. Data are tabulated on population, national accounts and productivity, personal consumption expenditures, Government expenditures and revenues, and other aspects of the economy. Numerous bibliographical references suggest sources of further information. Text in French and English.

Write: Twentieth Century Fund, 41 East 70th St., New York, N.Y. 10021.

***Recent Developments in the Theory of International Trade.* By W. M. Corden. (Special Papers in International Economics No. 7), Princeton U., Princeton, N.J. 82 pp. $1.**

Aspects of the theory of international trade which have attracted the most attention in recent years are considered here. The changes in trade theory are carefully examined in the light of their usefulness to applied economics. The trade policy of underdeveloped countries gets special treatment.

Write: International Finance Section, Dept. of Economics, Princeton Univ., Princeton, N.J. 08540.

***The Business Who's Who of Australia, 1965-66.* 2nd ed. Leslie Hunt, ed. R. G. Riddell, Sydney, Australia. 601 pp. $30.**

A directory of business enterprises in Australia. For each firm listed, the following information is given: mailing address, branches and agencies, types of products or services handled, and directors. Indexes to trade names, overseas agencies, products, and professional services are included, as is a roster of directors of the listed firms.

Write: International Publications Service, 507 Fifth Ave., New York, N.Y. 10017.

***The Oxford Economic Atlas of the World.* 3rd ed. Oxford University Press, New York. 286 pp. $15.**

The atlas is divided into two main parts: World commodity maps grouped in ten sections, and the statistical index arranged country by country. The maps give a world pattern and the index gives actual figures, covering production, imports and exports, for each country. In addition to these two main parts there are three sections providing essential comment on the commodity maps.

Write: Oxford University Press, 417 Fifth Avenue, New York, N.Y. 10016.

***World Trade in Machine Tools, 1961-64.* Business and Defense Services Adm., U.S. Dept. of Commerce. GPO. 32 pp. 30¢.**

Statistical study of world trade in metalworking machine tools during the period 1961 through 1964. Following a discussion of total world trade, the study describes U.S. market trends and briefly examines major countries who import U.S. metalworking machine tools. Statistical data is tabulated by type of tool imported or exported by individual countries.

Write: Supt. of Documents, U.S. Gov't Printing Office, Washington, D.C. 20402.

***Cooperative Exporting.* Business Management, Jan. 1966. pp. 44-46. The Management Publishing Group, Greenwich, Conn., $1 per issue.**

Big companies are exporting the products of smaller companies that have no overseas distribution outlets and both are profiting. This article describes the role the U.S. Department of Commerce is playing in cooperative exporting, the theory behind this type of operation, and why it is likely to be so successful.

Write: Management Publishing Group, 22 West Putnam Ave., Greenwich, Conn. 06830.

Special studies

Newest titles in the Praeger series of special studies on international economics, development, politics and public affairs include:

The Sociology of Development: Iran as an Asian Case Study. By Norman Jacobs. 550pp. $13.50.

The Bolivian Economy, 1952-65: The Revolution and its Aftermath. By Cornelius H. Zondag. 250 pp. $13.

A Financial Analysis of Middle Eastern Oil Concessions: 1901-65. By Zuhayr Mikdashi. 300 pp. $17.50.

How Latin America Views the U.S. Investor. Edited by Raymond Vernon. 130pp. $10.

Foundations of an African Economy: A Study of Investment and Growth in Nigeria. By Ojetunji Aboyade. 377pp. $15.

Japan's Trade in Asia: Developments Since 1926—Prospects for 1970. By Kyung Mo Huh. 280pp. $15.

Development Planning in Ireland. By Loraine Donaldson. 200 pp. $12.50.

Expanding Ecuador's Exports: A Commodity-by-Commodity Study with Projections to 1973. By Ralph J. Watkins. 300pp. $15.

Foreign Trade and Economic Growth in Italy. By Robert M. Stern. 280pp. $12.50.

Development Strategy in Thailand. By Robert J. Muscat. 325pp. $15.

Write: Special Projects Division, Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Future European Chemical Growth Patterns, 1966.* By Robert Rickles. Noyes Development Corp., Park Ridge, N.J. 115 pp. $35.**

A study of the future growth patterns of 52 major organic chemicals and polymers produced in the nine principal chemical producing countries of Western Europe. For each chemical the following topics are covered: The current market, the future market potential, growth rate, and current production by country. Data are presented on end use pattern in 1964 with projected markets to 1970 and 1975.

Write: Noyes Development Corp., 118 Mill Road, Park Ridge, N.J. 07656.

***Government Controls on Transport; an African Case.* Edwin T. Haefele and Eleanor B. Steinberg. The Brookings Institution, Washington. 102 pp. $3.50; paper, $2.**

An examination of the institutions, policies, and controls which determine certain transport patterns in a region of the underdeveloped world—South Central Africa. The objective of the study is to suggest means of forestalling unneeded transport investments and of preventing the continuation of uneconomic uses of existing facilities.

The focus is on rail transport which is of overriding importance in the area, and on copper which is the most important single source of traffic and revenues, as well as a key factor in a series of agreements and controls to assure certain traffic to particular rail routes. The emphasis is on traffic which crosses national boundaries.

Write: Supt. of Documents, U.S. Gov't Printing Office, Washington, D.C. 20402.

***Trade Directory of the Federal Republic of Nigeria: 1965-66. 4th Ed.* Published by the Diplomatic Press and Publishing Co., London. 180 pp. $5.60 (approx.)**

The first section reviews Nigeria's agriculture, industries, mining, foreign trade, international trade fair, industrial and trade associations, financial and banking structure, transport and communications, and tourism industry. The directory's second section consists of a trade index listing the names, addresses, and chief activities of Nigeria's leading firms.

Write: The Diplomatic Press and Publishing Co., 13, Cotswold Gardens, London, N.W. 2.

***Product Bias in the Central American Common Market.* By Robert D. Schooler. *Journal of Marketing Research,* Nov. 1965, pp. 394-397. American Marketing Assn., Chicago. Reprints, $1.**

This article summarizes the techniques used and reports the results of research into the informal or invisible barriers to increased trade within Central American Common Market (CACM). The report shows that regional fears, jealousies, and animosities constitute invisible barriers to increased trade within CACM, and that the attitude toward the people of a given country is a factor in existing preconceptions regarding the products of that country.

Write: American Marketing Assn., 230 N. Michigan Ave., Chicago, Ill. 60601.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201-960/31

Calendar *for international traders*

ATLANTA—Feb. 24—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

BELLEVILLE, ILL.—Mar. 8—Export Workshop, Chamber of Commerce. Sponsors: REEC; Chicago Field Office, Department of Commerce; World Trade Club; Chamber of Commerce.

BOSTON—Feb. 14—Course in International Marketing, first of five weekly sessions, 3:30 p.m., International House. Sponsor: World Trade Center in New England, Inc.

BOSTON—Mar. 3—Foreign Commerce Club of Boston, annual meeting, Parker House Roof.

CEDAR FALLS, IOWA—Mar. 2—Foreign Trade Bureau of Chamber of Commerce, meeting, 10 a.m., Chamber of Commerce.

CEDAR RAPIDS, IOWA—Feb. 15—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 6 p.m., Roosevelt Hotel.

CHICAGO—Feb. 16—Chicago-Midwest Credit Assn., La Salle Hotel.

CHICAGO—Feb. 24—Meeting for New Exporters, Field Office.

CHICAGO—Feb. 28-Mar. 1—Chicago World Trade Conference, LaSalle Hotel.

CHICAGO—Mar. 8—Fifth Annual Seminar on Principles and Techniques in Exporting, first of seven weekly sessions, 6-8:15 p.m., Midland Hotel. Sponsor: International Trade Club.

CHICAGO—Mar. 8—Automotive Exporters' Club, Builders Bldg.

CINCINNATI—Feb. 25—Export Workshop, 10-11 a.m., Cincinnati Field Office. Sponsor: REEC.

CLAYTON, MO.—Feb. 15—Kansas City Export Workshop, Insurance Co. of North America. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

CORAL GABLES, FLA.—Feb. 25—REEC Meeting, 12 noon.

CRANSTON, R.I.—Mar. 15—Annual Rhode Island World Trade Conference, Colony Motor Inn.

DAVENPORT, IOWA—Mar. 2—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Chamber of Commerce; Des Moines Field Office, Department of Commerce; REEC.

DES MOINES—Feb. 16—Export Workshop, 2 p.m., Field Office. Sponsors: Des Moines Field Office, Department of Commerce; Chamber of Commerce; REEC.

DES MOINES—Mar. 16—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Des Moines Field Office, Department of Commerce; Chamber of Commerce; REEC.

DOYLESTOWN, PA.—Feb. 14—International Trade Development Assn. of Bucks County, monthly meeting, workshop—5:30 p.m., dinner—7 p.m. Conti's Cross Keys Inn.

FT. LAUDERDALE, FLA.—Feb. 21—Export Workshop, 1st of four weekly sessions, 7-9 p.m., Broward County Adult Educational Center. Sponsors: Miami Field Office, Department of Commerce; REEC.

JACKSONVILLE, FLA.—Feb. 24—Export Trade Seminar, 1st of seven weekly sessions, 7:30 p.m., Chamber of Commerce. Sponsors: Duval County Board of Public Instruction; Chamber of Commerce; Jacksonville Field Office, Department of Commerce.

KANSAS CITY, KAN.—Feb. 15—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, KAN.—Feb. 24—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, MO.—Mar. 8—Meeting for New Exporters, 12 noon, Prom Motel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

LOS ANGELES—Feb. 25—Export Expansion Seminar, 9:30 a.m., Field Office Sponsor: Los Angeles Field Office, Department of Commerce.

MIAMI—Feb. 17—Export Conference, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MIAMI—Feb. 24—Export Conference, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MEMPHIS—Feb. 16—Mid-South Exporters' Roundtable, Hotel King Cotton, Speaker: Marvin W. Melton, member, U.S. Trade Mission to Ethiopia, Sudan, Somalia.

MEMPHIS—Feb. 22—World Trade Club, Hotel Claridge.

MILWAUKEE—Feb. 15—World Trade Club, Wisconsin Club.

MILWAUKEE—Mar. 3—World Trade Club, monthly meeting, Holiday Inn—Central.

NASHVILLE, TENN.—Feb. 23—Middle Tennessee Exporters Round Table, Capitol Park Inn.

NEWARK, N.J.—Feb. 17—Foreign Trade Assn., luncheon and seminar, Military Park Hotel.

NEW YORK—Feb. 15—FCIB Hardware-Automotive Luncheon Meeting, 12:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Feb. 17—FCIB Drug, Chemical & Food Export Club, 12:15 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Feb. 23—"Profits in Exports" meeting, Chamber of Commerce of Borough of Queens, Long Island City. Sponsors: Chamber of Commerce; New York Field Office, Department of Commerce.

NEW YORK—Mar. 2—Export Training Course, 1st of seven weekly sessions, Long Island University, Brooklyn. Sponsors: College of Business Administration, Long Island University; New York Field Office, Department of Commerce; REEC.

NEW YORK—Mar. 3—"Profits in Exports" Meeting, Field Office. Sponsors: National Notion Assn.; New York Field Office, Department of Commerce.

ORLANDO, FLA.—Feb. 15—Export Training Program, 2nd of 16 weekly sesions, 7:30 p.m., Technical Institute. Sponsors: World Trade Club; REEC; Jacksonville Field Office, Department of Commerce.

PHILADELPHIA—Feb. 23—Conference on Packing, Shipping, Insurance, and the role of the Foreign Freight Forwarder, Field Office.

PHILADELPHIA—Feb. 24—One-Day Seminar on Domestic Implications of Foreign Trade and Investment, 9 a.m.-5 p.m., Bellevue-Stratford Hotel. Speaker: **Forrest D. Hockersmith, Acting Administrator, BDSA.** Sponsor: Philadelphia Bar Assn.

PITTSBURGH—Feb. 15—Export Workshop, Field Office. Sponsors: Pittsburgh Field Office, Department of Commerce; REEC.

PLAINVIEW, N.Y.—Feb. 17—International Trade Symposium, Holiday Inn. Sponsors Long Island Assn. for Commerce and Industry; N.Y. State Dept. of Commerce; New York Field Office, Department of Commerce.

PROVIDENCE, R.I.—Feb. 15—World Trade Club, dinner meeting, Johnson's Hummocks Restaurant.

ROCKFORD, ILL.—Feb. 15—Meeting for Exporters, 12 noon, Faust Hotel. Sponsor: Chicago Field Office, Department of Commerce.

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Meet our man in Argentina

A thin briefcase, used the way John F. Troy uses it, can produce a lot of leverage for U.S. sales. As Commercial Attache on Ambassador Martin's staff in Buenos Aires, he promotes U.S. business interests in one of our traditional markets. For example, he helped U.S. manufacturers land an order last month for more than $36 million worth of long-range jets. And, if the U.S. color television industry wins a major role in the Latin America market it will be in part because Martin and Troy helped stage an eye opening technical demonstration for Argentine broadcasting officials.

If you need leverage in the Argentine market, write us or ask any Commerce Field Office.

U.S. DEPARTMENT OF COMMERCE /
Bureau of International Commerce